

"THE DARDANELLES AND RUSSIAN WHEAT" IN THIS ISSUE

# THE AMERICAN ELEVATOR AND GRAIN TRADE

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A MONTHLY JOURNAL DEVOTED TO THE ELEVATOR AND GRAIN INTERESTS.

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Mitchell Brothers Publishing Co.

VOL. XXXIII.

CHICAGO, ILLINOIS, MARCH 15, 1915.

No. 9.

One Dollar Per Annum.  
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## Did It Ever Occur to You

That the best way to get what you want, and get it promptly, is to send your orders to people who have had experience in the business and who carry a stock of goods always ready for quick shipment? We have been in the Elevator and Mill Furnishing business over twenty-five years and feel that we know something about it. We carry in stock a complete line of supplies, including Tensing Sieves, Transmission Rope, Belting, Steel Split Pulleys in sizes up to 54-inch, Elevator Buckets, Conveyor Chain Belting, Sprockets, Lace Leather, Scoops, Shafting, Collars, Bearings, etc., etc. Send us your orders. We will satisfy you.

THE  
**STRONG-SCOTT MANUFACTURING CO.**  
MINNEAPOLIS, MINN.

Northwestern Agents for The Great Western Mfg. Co., Richardson Automatic Scales, Invincible Cleaners, Knickerbocker Dust Collectors

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## MOHAWK ELEVATOR BELTING

of your Contractor or Dealer

Manufactured by

The Gutta Percha & Rubber Mfg. Co.  
301 West Randolph St., Chicago, Ills.

Consign your Grain and Field Seeds to

## Somers, Jones & Co.

82 Board of Trade, CHICAGO

### The WAGNER

Covers all markets. Ask for the weekly or daily issue. Has the largest circulation of any grain literature. 1915 wheat and provision circulars on request. Investment inquiries in wheat, corn, oats, provisions, cotton securities, cotton oil, answered by mail or wire. Estab. 28 years. E. W. WAGNER & CO., Board of Trade, Chicago.

## LETTER

## The Climax Scoop Truck

Is a scoop on wheels carrying 2½ bushels of grain and 200 lbs of coal. With it a boy can do more than five men with hand scoops.

Saves time and labor which are money.

Saves fretting and sweating and demurrage bills.

Saves its cost in wear of other scoops.

Be "up-to-date" and ORDER NOW.

Price \$10.00  
At Factory.

Detroit  
Scoop-Truck Company  
2227 W. Jefferson Ave. DETROIT, MICH.



JAMES E. BENNETT & CO.

Member Chicago Board of Trade

Commission Merchants

GRAIN PROVISIONS  
STOCKS—BONDS

Ship your grain to us.

Chicago—Peoria—St. Louis

Ask for Bids

Postal Telegraph Building  
332 So. La Salle St., Chicago

ST. LOUIS  
211 Merchants Exchange

PEORIA  
11 Board of Trade



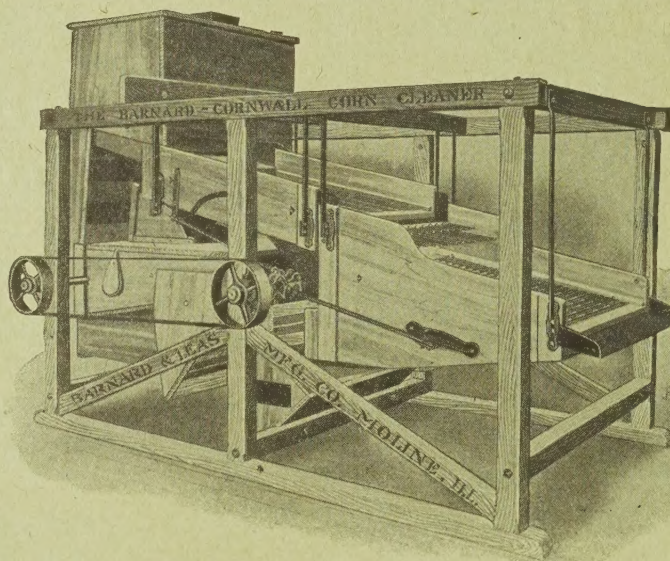
## The Barnard-Cornwall Corn Cleaner

Is practically two machines in one—a corn cleaner and a receiving separator, according to the kind of sieves used.

Will clean wheat, oats and other grain as well as corn.

It has a double row of steel rods for separating the corn from the cobs and husks. Is equipped with our patent finger sieve which cannot clog. Has counterbalanced shaker, two air separations and the latest style feeder.

*The First  
of the  
Sieve  
Corn Cleaners*



*Always  
the Leader  
in Capacity,  
Efficiency  
and Durability*



## The Victor Corn Sheller

Is known wherever corn is grown as the standard sheller. It shells corn economically, efficiently and easily.

Has spiral conveyor feed and is adjustable while running.

Install these machines and be ready for the new crop.

**BARNARD & LEAS MFG. CO.**

**MILL BUILDERS AND**

**MILL FURNISHERS**

ESTABLISHED 1860. MOLINE, ILLINOIS, U.S.A.



# If You Should Visit a Hundred

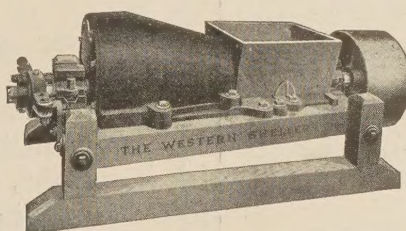
grain elevators or corn mills in your section of the country you would find more Western Shellers than any other type of sheller on the market today. And why so many Western Shellers?

The popularity of the Western is due to its reliability, durability and economy making it the most efficient sheller on the market today.

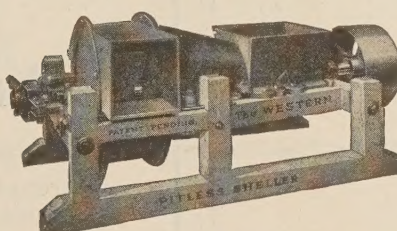
Sales on

## Western Shellers

increased 50% in the past five years, being now found in thousands upon thousands of elevators and mills throughout the country. This is an unequaled record for the entire sheller industry for this period which covers sales in this country as well as abroad.



"Western" Regular Warehouse Sheller



"Western" Pitless Warehouse Sheller



Western Shellers are designed for easy installation and are built very strong and of the best material. All shelling surfaces are subject to special chilling process, making them hard as steel. They run at a slow speed, insuring cool boxes and uncut bearings, are self-feeding, require no attention, and occupy less floor space than any other sheller of equal capacity. Western Shellers are built in five styles with capacities varying from 125 to 2000 bushels per hour, and are the most dependable sheller on the market today.

The Western Sheller is a guarantee of dependability. Western operators never have any anxiety as to whether their sheller will work all the time. Thousands of operators will verify this claim. You are safe when you buy a Western.

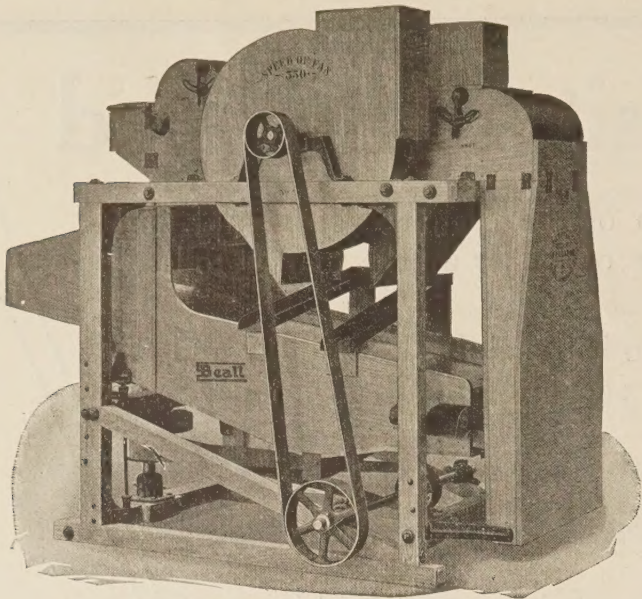
Therefore be a Western operator and enjoy the satisfaction and prosperity experienced by Western operators everywhere.

**IMPORTANT** Write today for elegant cloth-bound catalogue on the famous Western Shellers and Cleaners and be convinced. Your copy has been laid aside. A postal will do.

# UNION IRON WORKS, Decatur, Ill.

Complete Line of Shellers and Cleaners kept at 1221-23 Union Ave., Kansas City, Mo.





↗ Built in Ten Sizes ↖

*"No matter how dirty wheat or corn is we can clean it perfectly with once over, and it requires very little power."*

Nov. 14, 1914, Wapakoneta, Ohio.

Gentlemen:

The No. 5 Beall Rotating Separator we bought of you has given us entire satisfaction, no matter how dirty wheat or corn is we can clean it perfectly once over. And oats, you can take out just the dust and straw, or if you like, all the light oats and make them perfectly clean. This separator will clean full capacity 750 bushels per hour and not tail over the sieves. It requires very little power and makes scarcely any noise when running. The machine suits us all O. K.

Yours respectfully,

THE HAUSS & BITLER CO.

Grain cleaned with a

**Beall**  
THE MARK OF QUALITY

## New Rotating Warehouse and Elevator Separator

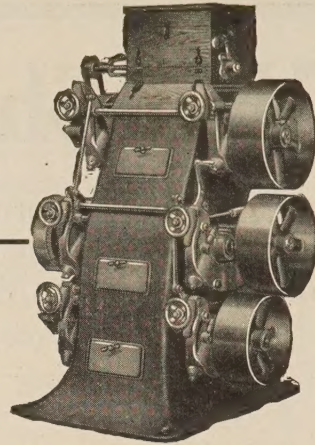
raises its grade making it comply in every respect with the Federal grain grades.

The new Beall is extremely simple in design, built very strong, is thoroughly braced, and will not rack. It embodies all the best features found in separators of other makes, and to these we have added the following pronounced features:

- 1st. It has a rotating motion, slow speed and perfect balance.
- 2nd. It has two fans working independent of each other.
- 3rd. The main screens are large and are guaranteed to handle the capacity represented, which is large for the amount of floor space.
- 4th. It has large sand screens for removing cracked corn, etc.
- 5th. A small amount of horse power is required for operating.

**IMPORTANT** We want every grain elevator operator to write us his cleaning and grading troubles. Also write for further comments on the wonderful work of the Beall Separator. Every Beall operator is a Beall booster.

**The Beall Improvements Co., Inc.**  
DECATUR, ILLINOIS, U. S. A.



N. & M. Three Pair High Roller

## You need this sturdy, capable general purpose mill

For grinding feed, table corn meal, pearl meal, linseed, etc., you can use this mill with great profit. This mill is built by men who know milling conditions, for those who want the best in milling equipment.

### N. & M. Co. Three Pair High Mill

It has the characteristic N. & M. Co. rugged strength combined with flexibility of operation necessary to handle widely different stocks. Will grind extremely fine, medium or coarse, just as you wish.

Solid one piece cast frame—doors for examining stock beneath each pair of rolls—Ansonia rolls with our easy running, long wearing, collar oiling bearings—one lever simultaneously spreads or closes all three pairs of rolls—any pair of rolls may be removed without disturbing the others—furnished with either belt or gear drive on slow side.


See book on Mills, No. 1290 for details.  
If you haven't got it we will send it on request.

Everything  
for the  
Modern  
Mill

**Nordyke  
& Marmon Co.**  
INDIANAPOLIS, IND.

Established 1851

Ask for  
Catalogs  
on any  
Equipment  
you need

*America's Leading Mill Builders* 



## "SCIENTIFIC"—SUPREME

Yes, the "Scientific" Ball Bearing Mill will grind for 60 cents to 70 cents as much feed as can be ground on other Mills for \$1.00.

## "Scientific" Ball Bearing Attrition Mill

To those who now grind feed, the **Facts** we will furnish constitute a convincing argument why you should install a "SCIENTIFIC." To those who have never ground feed these **Facts** afford a strong basis for careful thought and consideration in selecting the best Machine.

You are familiar, no doubt, with "Scientific" Leadership—and why?

**Experienced Designers—Skilled Mechanics—Best Material—Modern Factory  
Our Specialty—Grinding Machinery**

These things give us the **know how**. We forget every other consideration except quality and efficiency—adopting the best regardless of precedent or cost.

A "Scientific" Ball Bearing Attrition Mill in a grain elevator or mill is a dividend producing investment and a majority of up-to-date elevator operators are reaping a harvest from the feed milling business.

### The Proof of "Scientific" Perfection Lies in Its Exclusive Features

**BALL BEARING**—A machine especially designed on the correct ball bearing principle—a perfect ball bearing mill.

**REINFORCED BED**—We have raised a heavy rib six inches high above and extending down to the bottom of the base, eliminating the weak spot in Attrition Mills of other makes.

**FORCE FEEDER**—A positive force feed driven from the Mill shaft—fitted with regulating screw to positively increase or decrease flow of material to be ground.

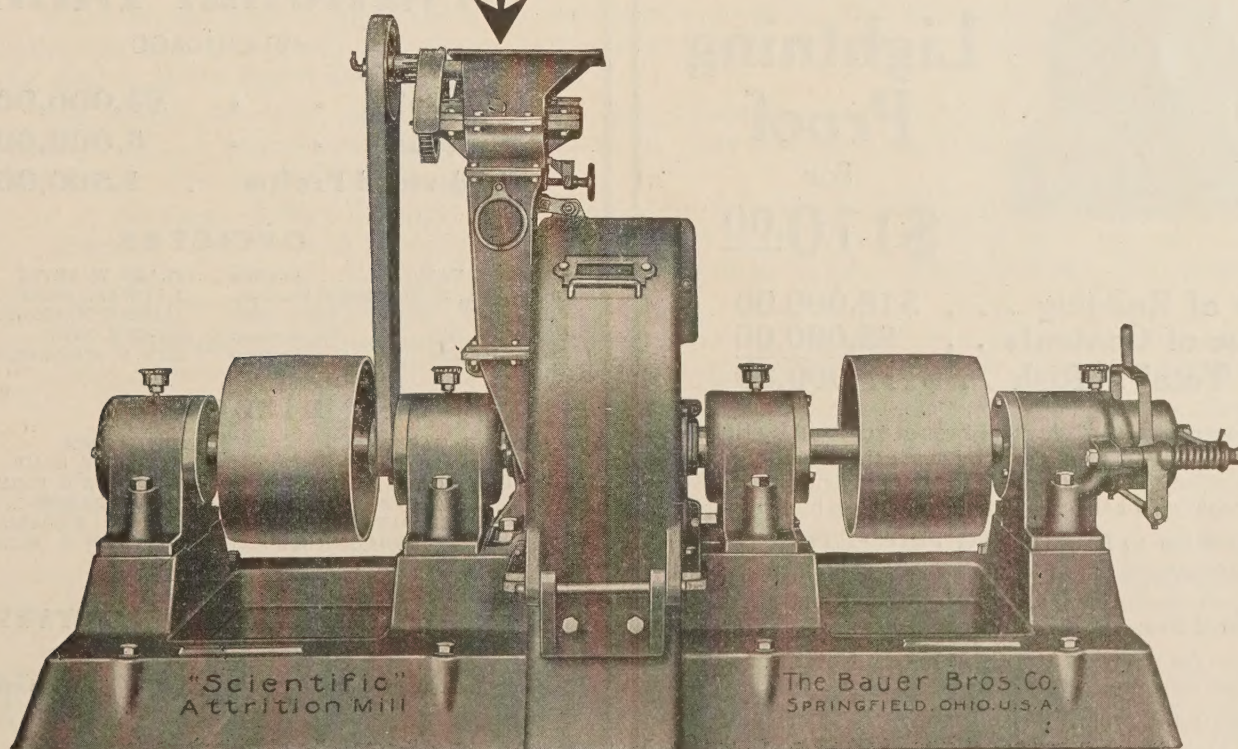
**SAFETY SPRINGS**—The value of Safety Springs which operate in connection with the "Scientific" Quick Release, permits the plates to automatically separate until the foreign material has been discharged, when they return to their original adjustment.

**STUFFING BOXES**—Stuffing boxes in the casing around the mill shaft prevent dust blowing into moving parts of the Mill.

**BEARINGS**—No dust can work into the bearings and no oil can work out to waste. This is the mill of vital features.

**INVESTIGATE**—No matter what feed mill you have in mind buying, post yourself thoroughly by writing for our interesting **Bulletin F** on "Scientific" Feed Milling. It contains interesting information and the proof of the worth of "SCIENTIFIC" BALL BEARING MILLS. Write for your copy today.

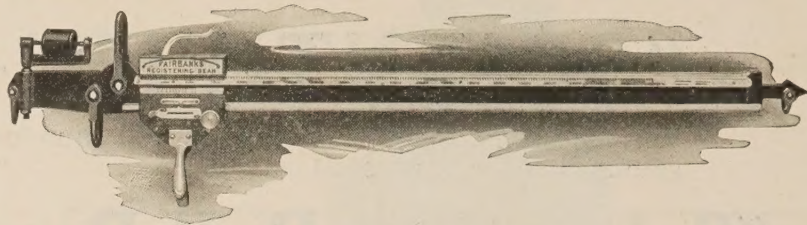
**THE BAUER BROS. CO.,** (Formerly The Foos Mfg. Co.) **Springfield, Ohio**



**The Bauer Bros. Co.,** (Formerly The Foos Mfg. Co.) **Springfield, Ohio**



Increase your trade prestige and sales by supplying customers with printed weight records—obtained by using the



## Fairbanks Type Registering Beam

It is your need. It is popular with all trade. It will simplify your bookkeeping. It is insurance against costly errors. Ineradicable impressions on ticket of convenient size—single, duplicate or triplicate as desired at one operation.

**Fairbanks, Morse & Co.,** Chicago St. Louis Kansas City  
Omaha St. Paul (544-48N)



## Grain Dust is a Fire Hazard

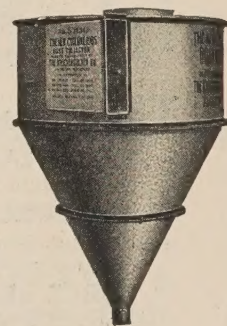
wherever it settles.

**It's a Dangerous Explosive** When Exposed to Ignition by Spark or Spontaneous Combustion.

The Sane and Safe Thing to Do Is to Save This Dust With an All Steel-Fireproof

## "Knickerbocker Cyclone" Dust Collector

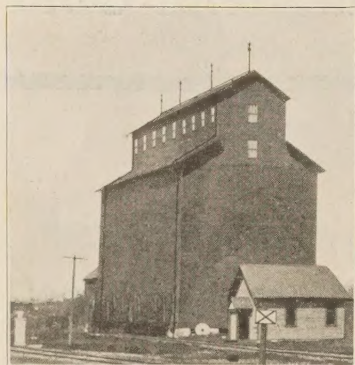
And Avoid Being "Next" on the Burnt Up-Blown Up List.



Write for Catalog

**The Knickerbocker Company**

JACKSON, MICHIGAN



This Elevator  
was made  
**Lightning  
Proof**  
for  
**\$110.00**

Cost of Building . . . \$18,000.00  
Value of Contents . . . 95,000.00  
Total at Risk . . . \$113,000.00

Forty-two per cent of elevator fires are caused by lightning. One and one-half per cent by dust explosions. Extensive investigations have been made for the prevention of dust explosions, what about the greater danger and loss by lightning?

Your attention to **LIGHTNING PROTECTION** is due.

The **AJAX SYSTEM** of lightning protection is installed by our own expert workmen under the inspection and approval of the National Board of Fire Underwriters.

The season for electrical storms is near. Get the needed protection for your property and business.

Let us figure with you. *Write us today.*

**AJAX LIGHTNING CONDUCTOR CO.**  
412-422 N. Sangamon St. CHICAGO

## The Corn Exchange National Bank

OF CHICAGO

Capital - - \$3,000,000.00  
Surplus - - 5,000,000.00  
Undivided Profits . 1,500,000.00

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Foreign Exchange

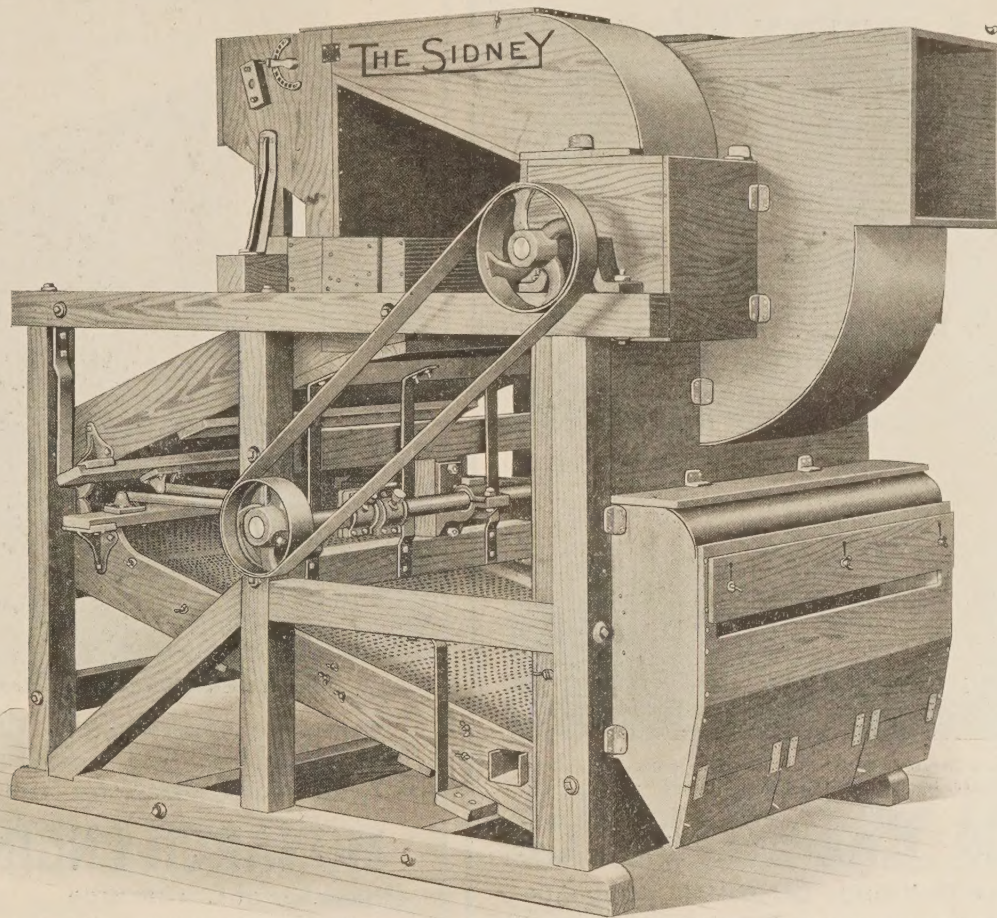
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Letters of Credit

Accounts of grain elevator operators and commission men throughout the country respectfully solicited



**Sidney**  
Service  
Satisfies



## Everything Worth While in a Grain Cleaner Is Yours When You Buy a Sidney

When we say everything worth while, we mean everything that will make for your permanent satisfaction and success with a cleaner. If you want a freak performance of some kind or other from your cleaner, don't buy a Sidney.

The Sidney, however, when installed in your elevator is an assurance of service, durability and economy. These features are the result of over 50 years successful experience in the manufacture of reliable grain cleaning machinery.

**Service**—Sidney Cleaners clean grain perfectly and without loss through separation, guaranteeing economy and a premium every time. You can always rely upon it operating to the best of satisfaction. Such a thing as a Sidney failing to run seldom happens. It is always on the job, the most reliable cleaner on the market.

**Durability**—Sidney engineers select only the best material used in constructing cleaners, saving no expense in getting the best of lumber, belting, fittings, etc. It will outlast any cleaner built.

**Economical**—The Sidney has larger capacity than other types of cleaners of the same size and being of durable construction, the upkeep cost is reduced to a minimum. Neither is there any loss of grain as it passes through the machine, making it the most economical cleaner on the market today.

**A Sidney Book for You**—We have prepared an interesting booklet on grain cleaning and corn shelling machinery. Read this booklet before deciding on your new equipment. It will mean money in your pocket. Your copy has been laid aside. Write for it today.

### The Philip Smith Manufacturing Co.

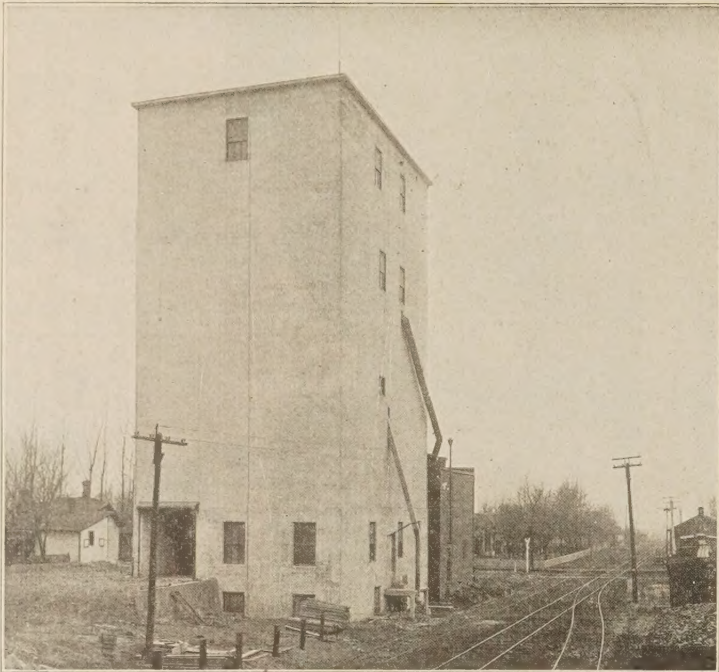
Warehouse: Enterprise, Kansas

SIDNEY, OHIO





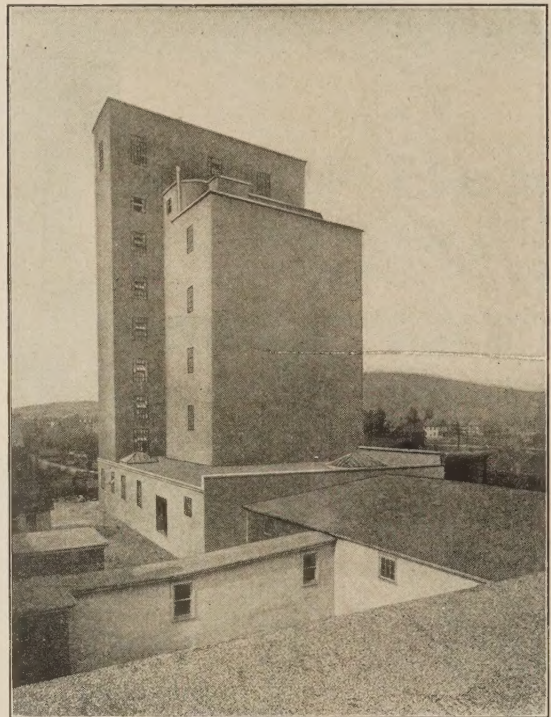
## Transfer Elevators Terminal Elevators Country Elevators



Concrete Fireproof Grain Elevator built for the Crabbs-Reynolds-Taylor Co. at Wingate, Ind. Capacity 60,000 Bushels.

**Macdonald Engineering Co.**  
Monadnock Building, CHICAGO, ILL.

Elevator, Feed Mill and Warehouse recently completed for E.W. Conklin & Son, at Binghamton, N. Y.



Fireproof Construction Elevators, Mills and Warehouses. We prepare plans and make lump-sum price for the complete work.

**MONARCH ENGINEERING CO.**  
Chamber of Commerce BUFFALO, N. Y.

When Better Elevators Are Built **BURRELL WILL BUILD THEM**

70 Contracts from January 1st, 1914, to January 1st, 1915.

(All Over the United States)

is a fair indication of maintaining our reputation.

OUR REPRESENTATIVES AT YOUR COMMANDS.

Wire or write us at

1102-1108 Webster Building, CHICAGO.

Hubbell Building, DES MOINES, IOWA.

111 West North Street, INDIANAPOLIS, IND.

Room 2, Columbia Building, COLUMBUS, OHIO

**CONCRETE or WOOD**

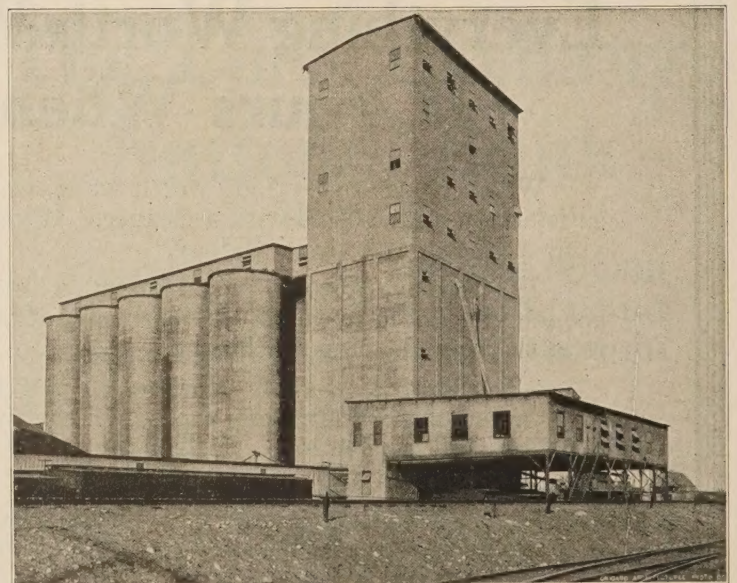
**BURRELL ENGINEERING & CONSTRUCTION CO.**

## Reliance Construction Company

Furnish Plans, Estimates and Build  
**COUNTRY GRAIN ELEVATORS**

Our long experience as a builder of elevators insures you an up-to-date house. Write today.

625 Board of Trade Building, INDIANAPOLIS, IND.



Reinforced Concrete Elevator of the Northwestern Malt & Grain Co., Chicago

Capacity 650,000 Bushels

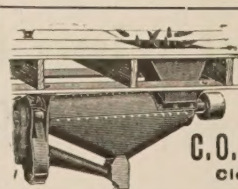
**The Stephens Engineering Company**  
**Engineers and Contractors**

Monadnock Bldg.

CHICAGO, ILL.



**DUST! DUST! GIBBS**  
**DUST PROTECTOR** is invaluable to operatives in every industry where dust is troublesome. It has been thoroughly tested for many years in every kind of dust, and is the most reliable protector known. Perfect Ventilation. Nickel-plated protector, \$1. postpaid. Circular free. Agents wanted. **GIBBS RESPIRATOR CO.** "B" 124 East Ave., Oak Park (Chicago), Ill.



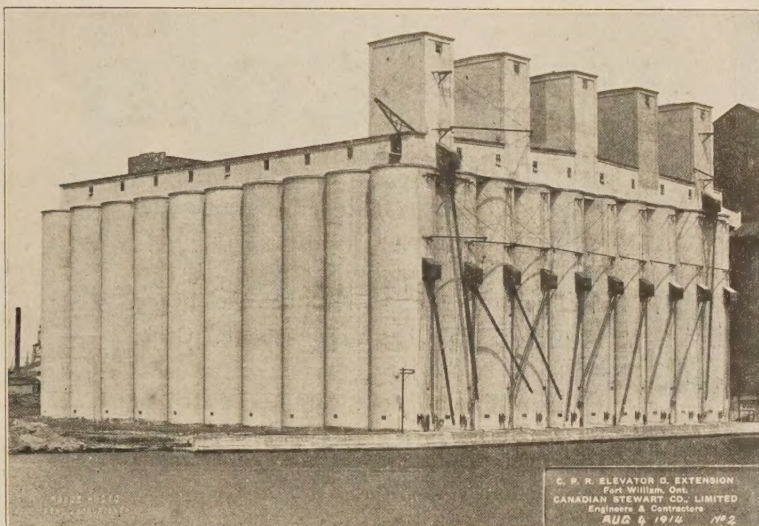
Triumph  
Power  
Corn Sheller

**C. O. Bartlett & Co.**  
Cleveland, O.



## Mobilization in Grain Elevator Construction

It requires **method, order, preparedness** to mobilize a force of workmen capable of constructing the 4,000,000 bushel elevator shown in our illustration. We will start a campaign at any time on suspicion, or on receipt of your inquiry. Send us your ultimatum.

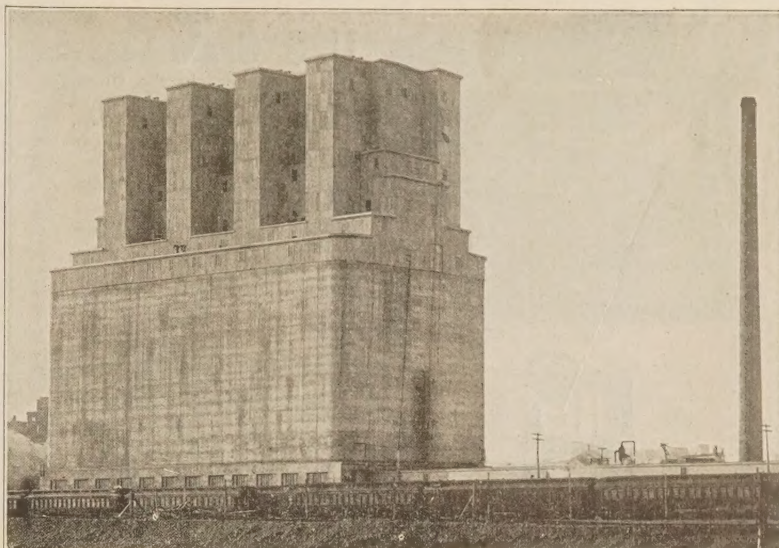


The 100 tank, 4,000,000 bushel capacity Canadian Pacific Railway Elevator D Extension at Fort William, Ontario, Canada

We Build Elevators, any type of construction in any part of the world.  
W. R. SINKS, Manager. R. H. FOLWEIL, Engineer.

**JAMES STEWART & CO.**  
GRAIN ELEVATOR DEPARTMENT

Fifteenth Floor of Westminster Building CHICAGO, ILL.



New 1,000,000-Bushel Terminal Grain Elevator, Built for the Canadian Pacific Railway, West St. John, N. B.

**FOUNDATIONS—WHARVES—POWER  
PLANTS—RAILWAY BUILDINGS  
TERMINAL AND STORAGE  
GRAIN ELEVATORS**

**JOHN S. METCALF CO., Limited.**

Engineers and Constructors

CHICAGO

MONTREAL

**For Modern Elevators**  
Plans, Estimates of Cost, Grain  
Handling Machinery, Scales and  
Engines,

Write our MAIN OFFICE at  
Omaha, Neb.

We Build Elevators That Last  
Prompt Service—Moderate Prices

Write today

R. M. Van Ness Const. Co.

**Mentzer-Nelson Co.**

GENERAL CONTRACTORS

*Elevator Work a Specialty*

Cedar Rapids,

IOWA

If you are contemplating building an elevator we would like to furnish you plans and prices covering elevators complete, including all accessories and taking in your first 100 bushels of grain. We will call on you, give you such and all information as you require and guarantee satisfaction for your elevator complete.

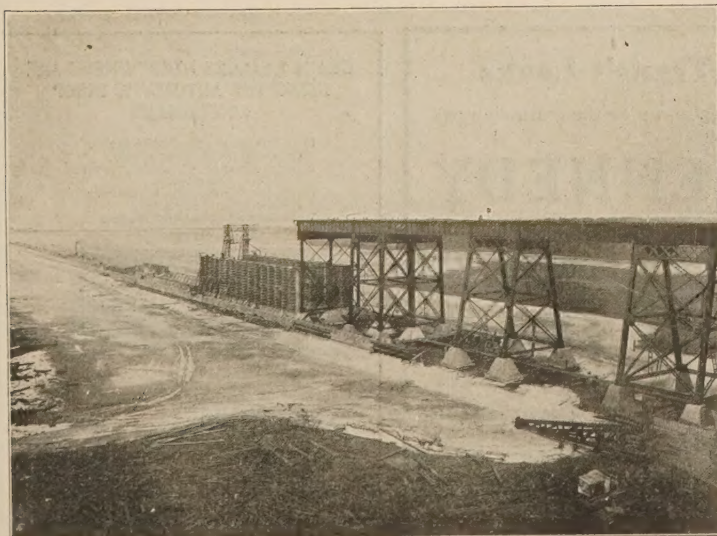
OTHER elevators are protected  
against rust and corrosion with

**Dixon's Silica Graphite Paint**

It defies the action of acid-forming grain dust with rain water. Booklet No. 17-B upon request.

Made in Jersey City, N. J.  
by the

Joseph Dixon Crucible Co.



**The Barnett & Record Company**

**GENERAL CONTRACTORS**

Designers and Builders of

**Grain Elevators, Flour Mills and Heavy Structures**

Reinforced Concrete and Steel Ore Dock under construction at Superior, Wisconsin, for the Allouez Bay Dock Company. Entirely Fireproof.

Write for designs and Estimates

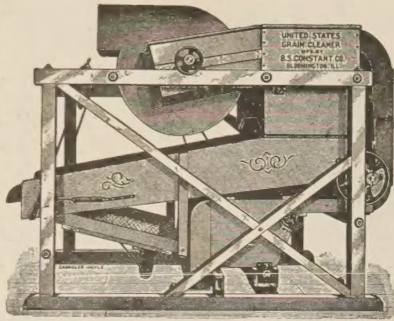
OFFICES:

Minneapolis, Minn.

Duluth, Minn.

Fort William, Ontario

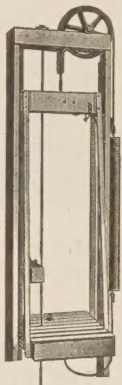




## THE U. S. Grain Cleaner

is the best in the Union and should be in the top of all elevators where Corn, Oats and Wheat are shipped.

Higher Grades—Higher Prices.  
Long life machine.  
Ring or Chain Oiling Bearings.  
Balanced Eccentrix.  
Five Separations and  
All the Corn Saved.



## The Constant Safety Ball Bearing Man-lift

the most satisfactory connecting link between Cleaner and Sheller.

Best made.  
Easiest and safest.  
Adjustable Brakes  
which we guarantee.

State distance between floors and get our

**Net Price**

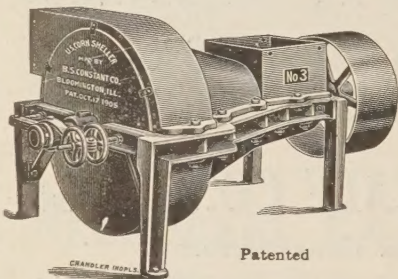
## U. S. Corn Sheller

Fan Discharge,  
over or under, right or left hand.

Iron or Wood Frame.  
No Lower Hoppering.  
Cheapest Installed.  
Quickest and Cheapest Repaired  
of any Sheller on the market.

Send for a Catalog.

**B. S. CONSTANT MFG. CO.**  
Bloomington Illinois



Patented

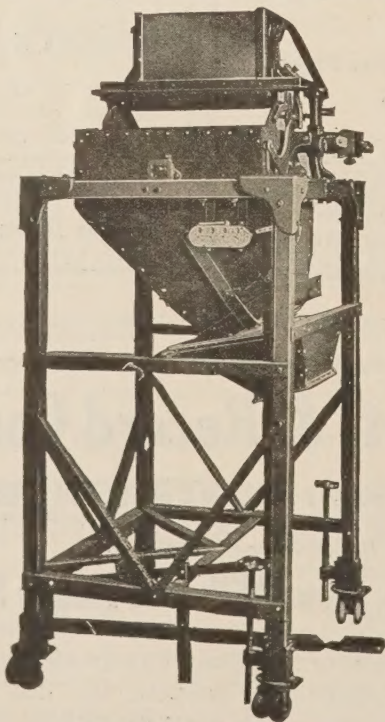
## NOT A BILL OF EXPENSE BUT A SOURCE OF REVENUE

Enables Shippers to Collect Claims

Requires No Repairs

Occupies Small Space

Most Economical to Install



PORTABLE BAGGER

Write for Catalog.

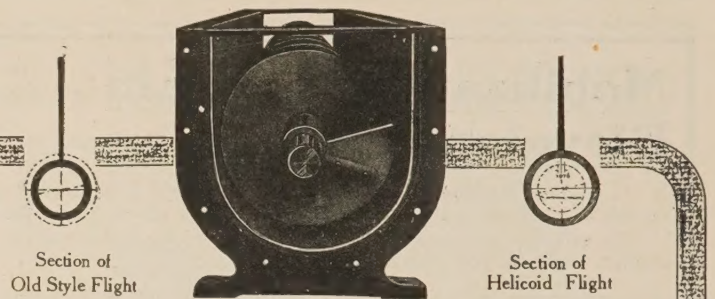
No Bother to Operate

Never Gets Out of Order

Will Not Rust or Wear Out

60 Days' Trial

**National Automatic Scale Co.**  
West Pullman, Chicago, Illinois



## HELICOID

Helicoid conveyor has a stronger flight and a heavier pipe than the same diameter of old style conveyor, and

Helicoid flight and pipe are put together so they support and strengthen each other.

Helicoid flight has a shovel edge. Other has blunt edge.

Helicoid flight is one continuous strip of metal end to end of pipe. Other is short sections lapped and riveted together every turn or half turn around the pipe.

Helicoid is a smooth, nicely-balanced spiral, and has no joints to wear out and open up.

Helicoid requires fewer repairs, and less power to drive it.

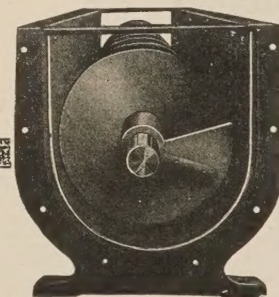
Helicoid costs no more than inferior kinds of conveyor; it's all-round satisfaction at the same price.

Ask about our Steel Conveyor Boxes, too.

## H. W. Caldwell & Son Co.

17th St. and Western Ave., Chicago

BRANCH OFFICE



New York:  
Fulton Bldg. Hudson  
Terminal,  
50 Church St.

## Transit Leaks

are unknown to the grain shippers who use

## KENNEDY Car Liners

Enormous Increased Sales prove the Efficiency, Merit and Serviceability of these liners.

## The Kennedy Car Liner

is the only device offered the grain shipper that makes a car Leak-Proof. Cheap—Modern—Profitable. Write now for particulars.

**THE KENNEDY CAR LINER & BAG CO.**  
SHELBYVILLE, INDIANA, U. S. A.

## GRAIN DEALERS EVERYWHERE ARE USING THE AUTOMATIC DUMP CONTROLLER

If an Elevator you should make,  
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Build it staunch, Of worthy master  
Build it—lose or gain.  
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So gracefully and nice  
That all the farmers near the town  
To your house'll be enticed,  
Just buy a McMillin Dump Controller,  
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In front, behind, and on all sides,  
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For they want their wagons handled  
With gentle, simple care;  
They do not want their team of horses  
To ever have a scare.  
So, if you'll mind your P's and Q's  
And in this house install  
An Automatic Dump Controller  
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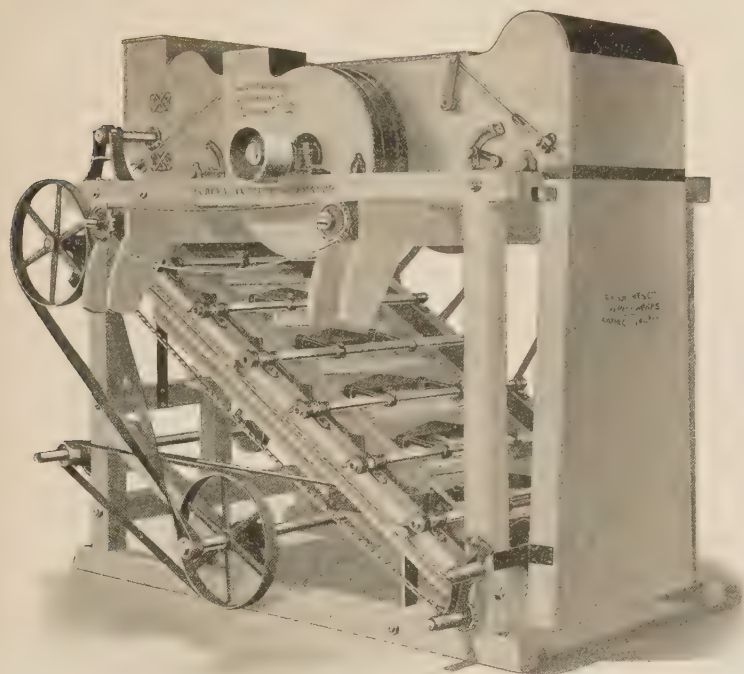
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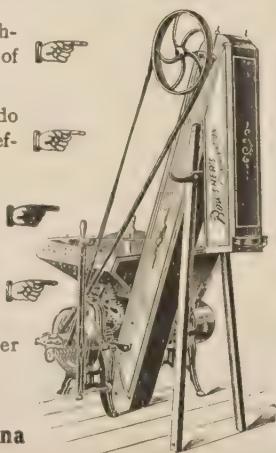
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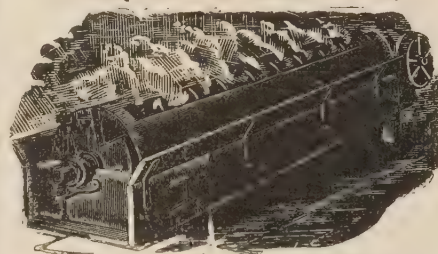
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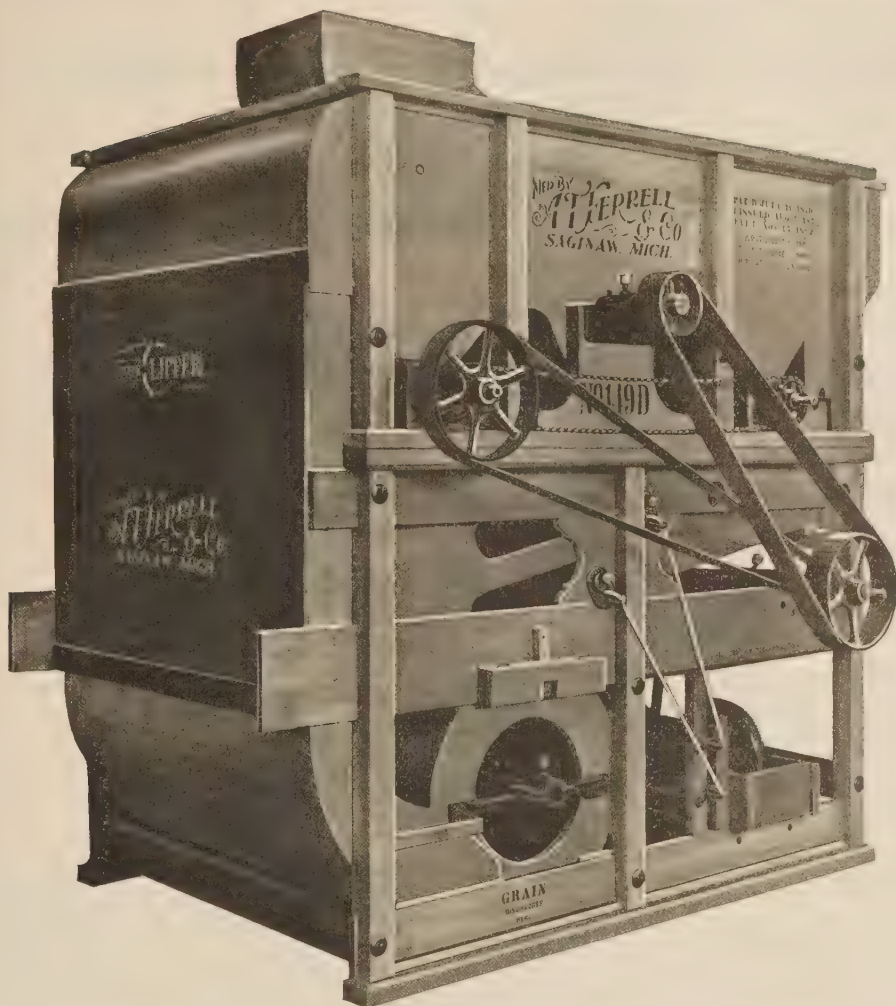
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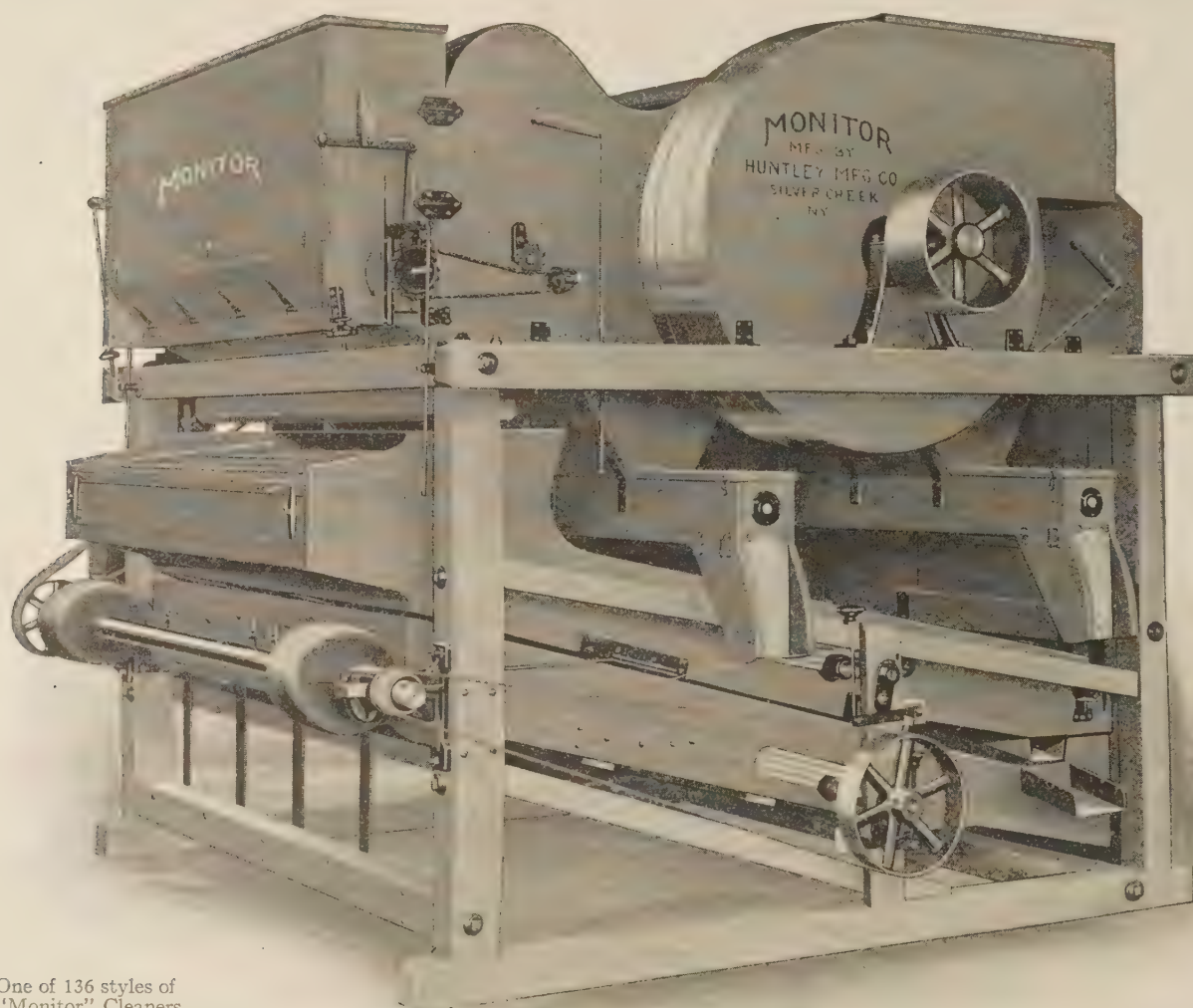
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Established in 1882.

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No. 9.

# Collecting the War Tax from the Grain Trade

Grain Men Bear Excess Burden of War Tax—Interpretation of Law a Puzzle to the Trade and to Officials—Some Important Rulings—How the Tax Is Collected

By WALDON FAWCETT

Washington Correspondent of the "American Grain Trade"

THERE is nothing unnatural in the estimation of men in the business that the grain trade in its various branches seems to be called upon to bear an unusual proportion of the so-called "war tax" or emergency revenue levy imposed at the last session of Congress. Members of the national legislature who were instrumental in

framing the Emergency Revenue Law vigorously deny any intent to make the elevator and grain handling interests bear any undue proportion of this extra tax burden, but nevertheless, as matters have worked out, the grain trade has, to use the slang expression, been hit coming and going.

The explanation lies in the fact that the grain

trade has been one of the activities selected for special taxation under this new method of raising internal revenue, and at the same time the grain men must bow to a scheme of toll taking that affects all business men in common. The tax which is distinctly special to the grain trade is that under Schedule A of the new law, whereby a fee of one



GOVERNMENT EMPLOYEES ARE KEPT BUSY SINCE THE EMERGENCY TAX LEGISLATION WENT INTO EFFECT

Manufacturing the Special Issue "War Tax" Stamps.  
Revenue Clerks and Officials at Work on the Emergency Tax.

The U. S. Treasury Building at Washington.  
Sending Out Supplies in Connection With the "War Tax."



cent per \$100 in value is demanded upon all agreements to sell grain or other products for future delivery. Then, many grain men must pay an occupational tax under the clause that exacts a fee from every broker. Finally, every handler and marketer of grain is subject to these provisions of

mooted question as might be desired. Since that time, however, the Commissioner, after conferences with his legal advisers, has drawn the line more sharply.

The decision of the Commissioner on this question of future deliveries has not as yet been printed

The Commissioner and his assistants are frank to say that it has been no easy matter to lay down hard and fast rules as to what constitutes grain "actually delivered at the time of sale" within the meaning of the law, but their formal and official interpretation is that actual delivery as the term is used in this connection means delivery within the time prescribed by exchange rules or commercial usage for immediate delivery on cash or spot deliveries.

In discussing this subject a few days ago for the benefit of readers of the "American Grain Trade," Commissioner Osborn said: "Probably I cannot make clearer my idea of what constitutes immediate delivery than by citing an imaginary incident. Suppose I am a grain dealer and wire to a man who has grain to sell, asking for a quotation at which he will sell me wheat. He replies promptly, naming a price, and I accept that quotation. Now in the natural course of events or owing to unexpected circumstances, it may require, say, ten days for that grain to be delivered to me, but as I look at the matter any such delivery made with such reasonable promptness as circumstances permit should be construed as immediate delivery."

There is no doubt that much of the doubt and uncertainty that have arisen with respect to the exact application of the tax upon future deliveries of grain are due to the involved and obscure wording of the emergency tax law as passed by Congress. In the opening sentence of the paragraph, providing for the placing of an internal revenue stamp upon every bill, memorandum, agreement, or other evidence of sale or agreement to sell, it is stipulated that the tax is imposed upon each such transaction at any exchange or board of trade "either for present or future delivery." Further along in the act, however, exemption from the tax is granted for products "actually delivered at the time or sale or while in vessel, boat or car, and actually in course of transportation," provided the bill, memorandum or other evidence of sale is accompanied by bills of lading or vouchers attesting that the products are actually in course of transportation.

Grain men, for the most part, have not been in any doubt as to their liability to the tax imposed



INTERNAL REVENUE OFFICIALS CHECKING UP PAYMENTS OF EMERGENCY TAX BY THE GRAIN TRADE

the emergency tax law which affect all business men, as, for example, the stamp taxes upon bills of lading, contracts, insurance, powers of attorney, protests, etc. And since grain men in the conduct of their business of necessity make use to an unusual extent of telegrams and long-distance telephone messages it follows that even in this sphere they are contributing more liberally than men in other lines of business to the fund of \$100,000,000 which Uncle Sam is endeavoring to raise by means of this emergency tax.

Grain men who have been in Washington within the past month or two on matters connected with the administration of the new tax have not hesitated to protest to the officials at the Treasury against a condition which seems to single this trade out for special exactions. However, about the only comfort they have received has been the citing for their benefit of a number of precedents wherein the government has intentionally or unintentionally placed double or triple or quadruple taxes upon one industry or line of business.

Not only has the grain trade been called upon to play a prominent part in making good Uncle Sam's deficiencies in revenue, but grain men have been puzzled by a number of problems as to the proper interpretation of the new tax law as it applies to them. In consequence, not a few grain men from various sections of the country have made special trips to Washington in an effort to clear up the situation, whereas scores of others have written for enlightenment to the Law Division of the Bureau of Internal Revenue, the experts in which serve as authorities for the interpretation of the law.

Interest has centered in the problem of the exact meaning of the provision of the law imposing a tax upon future deliveries of grain. This is the issue which induced visits to Washington by large delegations of grain dealers from Philadelphia and from the Northwest. At the time that the grain men from Minneapolis and Duluth had a hearing before Commissioner of Internal Revenue W. H. Osborn there was a feeling of disappointment on the part of many of the grain men who felt that the head of the Internal Revenue Bureau had not given as definite and explicit a ruling on this

in the weekly bulletin of "Treasury Decisions" where such pronouncements are usually made public, but has been communicated to the secretaries of the various grain exchanges, boards of trade and chambers of commerce, the members of which are supposed to be chiefly concerned. In effect the decision of the Commissioner is that a buyer or



VERIFYING THE SPECIAL STAMPS BEFORE SHIPPING THEM FROM WASHINGTON

seller of grain should be given the benefit of the doubt in differentiating between present and future delivery. In other words the Treasury Department, in collecting this special tax, will proceed on the assumption that it was the intent of Congress to tax speculation in grain but not to tax commerce.

upon brokers, but many inquiries have been received at Washington from handlers of grain who are in doubt as to what constitutes a taxable broker's note or memorandum. Grain men who have to pay such special taxes are, for the most part, classed either as "commercial brokers" or "commission



## The Dardanelles and Russian Wheat

Operations of Allied Fleet in the Dardanelles of Great Importance to the Grain Trade—  
The Immediate Effect—A Glance at the Past and the Future

By SCUTARI

merchants"—the latter being also designated as "commission merchants who have not paid as commercial brokers." The tax in each of these classes is a fee of \$20 for the period ending January 1, 1916. Every person, firm or individual whose business is to negotiate sales or purchases of produce or merchandise such as grain or to negotiate freights and other business for the owners of vessels or for shippers or consignors or consignees of freight carried by vessels, is regarded as a commercial broker, whereas the definition of a commission merchant within the meaning of this emergency tax law is a "person, firm or company whose business or occupation is to receive into his or its possession any goods, wares or merchandise to sell the same on commission."

A broker's note is taxed 10 cents, so that it will be perceived that it early became a matter of consequence to many men in the grain trade as to what should be construed as a taxable broker's note or memorandum. When the matter was brought to the attention of the Commissioner of Internal Revenue he was unable to find that there is any definite instrument generally or commercially known as a broker's note or memorandum, and accordingly he had to arrive at the meaning of Congress from extrinsic sources. His conclusion was that a broker's note or memorandum "is any instrument or writing given by the seller, when a broker or person acting as such, to the buyer of any goods, or merchandise, stocks, bonds, exchange, notes of hand, real estate or property of any kind or description evidencing or confirming the sale."

It is intended to convey the meaning that a note or memorandum to be taxable must establish a contractual relation between the broker or person acting as such and the purchaser; that is, it must evidence a broker's contract, executed or executory, issued to the purchaser. No mere advice or order for the delivery of the goods, not delivered to the purchaser, nor statement of account can be construed as a contract of sale. Insofar as grain is concerned, unless sold on an exchange there is no requirement in the law that such a note or memorandum be given to the buyer, but if it is given it must bear the 10-cent stamp. It will be noted, too, that it is the note or memorandum given to the buyer and not to the person for whom the broker is acting in making the sale which requires the stamp.

Grain men, in many instances, have been plainly disgusted with the manner in which the emergency tax law has been put into effect. Aside from the difficulty and delay in ascertaining what was meant by future delivery and other terms used in the act it developed that many grain men had difficulty in securing supplies of the needed revenue stamps. This was due in some measure to the fact that Congress provided for the imposition of the emergency tax without providing adequate machinery for the work. In sections of the country where the presence of distilling and tobacco industries accounted for the existence of an adequate number of "stamp deputies" there was no trouble in supplying the demand for the new internal revenue stamps, but when the law was passed there were few such deputies stationed in the grain districts, and in communities where the postmasters did not handle the new revenue stamps (and there was nothing to compel them to do so) grain men were more or less inconvenienced. At the outset, too, it was difficult to secure adequate supplies of stamps due to the circumstance that the government was called upon to, at short notice, engrave 81 new plates for new stamps. Now, however, additional employees of the internal revenue service have been placed on duty in each of the 63 districts, and on February 3 a total of more than 1,200,000,000 of the new revenue stamps had been placed on sale so that this phase of the situation has been relieved. In the Treasury Building, at Washington, a force of 275 officials and clerks is engaged in the administration of the new law and whereas all divisions of the Internal Revenue Bureau were for a time far behind on their correspondence, grain men may now expect to have their inquiries answered more promptly.

THE progress of the allied fleet through the Dardanelles has been watched anxiously by the grain trade of the country. Russia has been the second largest grain exporter in the world, and it was largely due to her inability to ship her surplus grain, estimated at 150,000,000 bushels, that forced the price of wheat to the high mark of February 5, which registered \$1.67 per bushel at Chicago for May delivery.

The United States was called upon to supply an unprecedented demand caused by an unusual consumption by the warring nations. The grain crops of the Southern Hemisphere and of Canada had been far below normal, and with the Russian supply cut

reported that three other strongly fortified positions were rendered useless.

In the meantime the Russian fleet was approaching from the east and on March 7 bombarded Zunguldiak, Kozlon and Kilimli, ports on the Black Sea near the Bosphorus, silenced four batteries and destroyed eight steamers.

The state department of every large country in the world has been busy upon the problem: What will the fall of Constantinople mean to us? Every answer is different and every power feels that it must have voice in the final settlement. Greece, Italy and Bulgaria have delayed participation in the conflict to the last minute, until the threatened



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CONSTANTINOPLE, THE CAPITAL OF THE TURKISH EMPIRE  
View Taken From Galata, Looking Southwest.

off, this country alone remained to feed the world.

Over two months ago the allied fleet, under Sir Lionel Carden, commander of the superdreadnaught *Queen Elizabeth*, and admiral of the fleet, assembled at the Mediterranean entrance to the Dardanelles. For six weeks other ships arrived until, on February 19, there was gathered together the greatest fleet of modern battleships ever known. On that date active bombardment began on the two forts at the entrance to the straits. The eight 15-inch guns of the *Queen Elizabeth* and the 12-inch guns of the other ships pounded away at Sed Ul Bahr and Koum Kaleh, and on February 28 London announced that the entrance to the channel had been forced.

On the last day of February the fleet engaged the forts at Dardanus and Kilid Bahr, the guns of which were silenced after two days' bombardment. Opposite these forts is the narrowest part of the channel, it being only one mile across. The fleet is forcing its way slowly along the passage, preceded by mine sweepers. So far the casualties of the Allies have been few, although several of the vessels have been hit with shells. Bad weather has hindered the operations of the fleet somewhat, but on March 7 Fort Chanak was reported silenced, and on the following day the British Admiralty office

fall of the seat of Turkish dominion over the narrow straits leading to the Black Sea has made it imperative that they should be at the diplomatic conference which will undoubtedly decide the fate of the Balkan States and the near Orient. The War of the Ten Nations will be the War of the Thirteen or possibly the Fourteen.

There seems to be no question but that European Turkey will henceforth be under the rule of a Christian nation for the first time in nearly six centuries. The political complications which must be straightened out before the final settlement will tax the patience and the acumen of the ablest diplomats. So many commercial interests are involved, so much of political power is in the balance that the history of centuries will have to be carefully reviewed before a judicious settlement can be made.

The rise to power of the Turkish empire is no less interesting than its dissolution.

About the middle of the thirteenth century, when the hordes from northern Asia were devastating eastern Europe, a Mongol army penetrated Asia Minor, scattering the shepherd tribes in its path and gave battle to Seljuk Sultan, of Iconium, near Angora. The battle was about won for the Mongols, when a band of 400 horsemen of a nomadic clan, driven from their usual haunts by the Mongol ad-



vance, came upon the scene of battle and charged the all but victorious host. This onslaught turned the tide of battle and Seljuk Sultan was victorious.

The leader of the clan, Ertoghul, was rewarded by a tract of land in the dominions of Kay-Kubad. This little tract was the foundation of the Turkish empire. The son of Ertoghul was Othman, and he conquered Asia Minor to the shores of the Bosphorus. His son, Orkhan, was no less warlike than his father and grandfather before him. He established the first paid standing army, the famous Janissaries, recruited from the sons of conquered Christians, and a Turkish cavalry force.

The Byzantine Empire was divided by warring interests, it was already falling to pieces, when Orkhan looked across the Bosphorus toward Constantinople, its capital, with covetous eyes. His opportunity came when the Venetians attacked Galata, a suburb of Constantinople, which was held by the Genoese. Orkhan sided with the latter, and his son, Suleyman Pasha, crossed the Hellespont on a couple of rafts with 80 followers and surprised and captured the castle of Tzympe. In a few days 3,000 Ottoman soldiers were in the castle and the Turks had their first foothold in Europe. In 1358 an earthquake overthrew the fortifications of Gallipoli, and over the ruins the Turks marched in. During the next 25 years the Turks pushed their conquest through the peninsula and into Greece and the Balkans to the shore of the Danube. In 1400 they began the siege of Constantinople, but were threatened by an invasion of Timur the Tartar. Bayezid, who was then Sultan, raised the siege and gave battle to the Tartars and was completely routed and himself taken prisoner. The Turkish power seemed at an end, but Mohammed I, the youngest son of Bayezid, gathered the remnants of the empire together. However, it was not until April 6, 1453, that Mohammed II, grandson of the first of the name, laid siege to Constantinople. On the 29th day of May, 1453, Constantinople fell, to be ruled until the present day by direct descendants of that Ertoghul who established the Ottoman Empire, the present Sultan, Mehmed V, being the thirty-sixth of the line.

And now after so many years of occupancy the

the most belligerent bears could find a voice. But under the pressure of continued purchases the market in the last week recovered much of its weakness and only the actual passage of Russia's grain fleet will make the breaks less tempting to buyers.

And if Russia allows export, which may only be done under special permit, that time seems near at



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THE "SEVEN TOWERS" NEAR CONSTANTINOPLE  
An Ancient Fortification of the Capital.

hand as we go to press. Once in the Sea of Marmora the allied fleet will have almost completed its work, for the fortifications of Constantinople itself are said to be far inferior to those on the outer straits. One of the illustrations shows the "Seven Towers," ancient stone structures which are hastily being reinforced. In their present condition they would not be able long to resist the terrible shells

## THE WESTERN RATE CASE

Forty-one railroads under the western classification began their fight for an increase of freight rates before W. M. Daniels of the Interstate Commerce Commission, at Chicago on March 4. The chief argument of the railways is that the roads have invested \$100,000,000 in the last seven years in improvement and maintenance, but that the income has increased only slightly during that time. A large part of this investment, it is claimed, was made in response to popular demand or to meet the requirements of new legislation, and the roads feel that they should be allowed to assess shippers an amount sufficient to pay a fair interest on this investment.

C. C. Wright, general counsel for the Northwestern Railway, made the opening statement, in which he claimed that the proposed rates would give the road in western territory an addition of \$10,000,000 to their net income. He stated that, on a seven per cent basis, \$1,800,000,000 of the capital paid no dividends whatever.

Clifford Thorne, chairman of the Iowa Railway Commission, is the spokesman for the 16 state commissions and many shippers' organizations. He claims that from the data supplied by the railroads themselves it can be proved that railroad credit is better than any other line of business; that the proposed rates will increase the revenue of the roads \$70,000,000 instead of \$10,000,000; that the present depression is affecting all business and is not a fair basis upon which to judge the needs of the roads; and that in 1914 they spent more for improvements and maintenance than ever before.

It is proposed to increase the rates on grain one cent per hundredweight in the proportional rates applying from the Mississippi points and Minneapolis to Chicago, with such adjustment of rates as shall maintain the present relation of rates as between the points of origin and the markets.

## WEIGHTS OF UNSEALED SCALES AND OTHER EVIDENCE OF SHORTAGE OF GRAIN

BY J. L. ROSENBERGER.

The Supreme Court of Minnesota says that the plaintiff in the case of *Northwestern Elevator Company vs. Great Northern Railway Company* (141 Northwestern Reporter, 298) shipped grain from its country elevators over the defendant's line. The grain was weighed on the plaintiff's hopper scales as it was loaded from the elevators into the cars, and the weights recorded were inserted in the bills of lading issued by the defendant. It is held that the fact that the scales were not tested or sealed, in the manner provided by section 2729 of the revised laws of Minnesota of 1905, did not prevent the use of the weights in evidence upon an issue between the plaintiff and the defendant as to the quantity shipped. That one may use his own unsealed scales, for purposes of his own, without offending the statute, is not to be questioned. A farmer, selling grain or produce, may clearly enough weigh what he sells, on unsealed scales, and make use of the weights as evidence. The court has reached the conclusion that the statute did not intend to outlaw unsealed scales, used as these were, so that the weights which they recorded could not be used as evidence in a contest with the carrier as to shortages.

The defendant, to disprove a leakage or shortage, there being a discrepancy between the elevator weights and the terminal weights, produced certain train books, and the conductors who kept them qualified them as memoranda. The books were not offered in evidence. The conductors, referring to the books produced, and without objection by the plaintiff, testified that they contained no markings opposite the cars shipped by the plaintiff indicating defects or leakage or broken seals, as they should have been such. On cross-examination they were asked what the train book showed as to other cars in the same train, but not containing the plaintiff's grain, and stated that there were no marks indicating defects or leakages. On rebuttal



From the Philadelphia Evening Ledger.

### FIELD OF THE EASTERN CAMPAIGN AGAINST TURKEY

Turkish rule in Europe seems about to end. It came in with the sword and goes out with the thunder of cannon.

Every reverberation of the great guns seemed to find its echo in the grain pits of the world, and within two weeks after the beginning of the engagement the price of wheat had fallen over 30 cents from its high level. This drop was as sensational as the previous rise had been. From an overwhelmingly bullish sentiment, a reaction set in till only

from the *Queen Elizabeth*. The towers are near the capital, the Asiatic shore lying opposite.

The picture of Constantinople was taken from the fire tower of Galata, looking southwest. The church of St. Sophia, with its beautiful dome and minarets, is one of the art wonders of the world. A good idea of its commanding position in the city can be gained from the picture. It is hardly likely that the resistance of the capital will be stubborn enough to endanger this or the other magnificent buildings.



## Exchange of Credit Information

The Only Way to Save Money is Not to Lose It—Credit a Source of Leakage—Exact Information of Credit Rating Much to Be Desired—Grain Men Could Benefit

By ELMER M. HILL

the plaintiff offered proof, which was received over the defendant's objection, that the particular cars about which they had testified on cross-examination, and not containing the plaintiff's grain, were leaky or defective or in bad order. It is held that such evidence was competent, that it went to the accuracy and trustworthiness of the train books, and that it did not offend the rule as to the impeachment of a witness upon collateral matters.

The evidence sustained a verdict in favor of the elevator company. The fact that the bills of lading were delivered to the shipper, showing certain weights, was some evidence of the correctness of such weights. There was some evidence as to the accuracy of the hopper scales. The correctness of the weights at the terminal points was admitted. The evidence of the defendant did not necessarily negative a shortage.

### A GOOD PLANT GETS THE BUSINESS

The St. Paris Grain Company is fortunately situated on the Pennsylvania Railroad at St. Paris, Ohio, with free switching privileges on the Detroit, Toledo & Ironton Railway. The house is a splendid example of the up-to-date elevator, having a ca-

**G**RAIN and elevator interests will unite in saying that the year 1914 presented difficulties in the field of credit unparalleled and unapproached in the last half century. All over the world that stable, settled condition of affairs, upon which the maintenance and expansion of credit depends, was shaken as never before.

If it had been necessary to meet almost imminent disaster, which those in charge of the credit structure were facing with scattered strength and misjoined effort, there would have been such a collapse of credit as none but the strongest could have withstood. Fortunately the men who are handling the credit problems of the nation have not only been getting into their minds the fact of interdependence in credit, but into their hearts the will to face common dangers together, and the

banking fraternity also has representatives among the members of the association. But how about the grain and elevator interests?

There is a noticeable lack of interest on their part. The question has often been asked, "Do they appreciate the value of this credit information?" There are failures among the grain and elevator interests. There are grain men and elevator owners who have bad accounts on their books. There must be some firms from whom it is hard to collect. There must be some firms that are slow in meeting their obligations.

Why not pass this information along to your fellow grain man? He will appreciate the information and when this customer seeks credit from him he will know how the prospective buyer meets his obligations; whether or not he pays promptly; whether or not he pays at all. This is information every grain and elevator man should have.

Of course some of the grain exchanges have a sort of credit information interchange, but membership in the individual credit men's association with its individual affiliation with the National Association, with its approximate 20,000 members, would go a long way toward reducing credit losses.

A big feature of the work of the National Association is the prosecution of fraudulent bankruptcies. A large fund has been subscribed, to be used only by the so-called Prosecution Bureau in prosecuting individuals and firms throughout the country who are believed to have failed through fraud with the intent of cheating their creditors. Already several have been prosecuted and sent to penitentiaries for long periods of time.

The Detroit, Mich., Association has outlined a legislative programme asking for:

A law to make it a felony to make use in any way of a false written statement for the purpose of obtaining credit.

A law to punish the use of checks, etc., without sufficient funds or credit to cover the same.

A law to punish the use of untrue or misleading advertisements.

A law to provide for the arbitration of mercantile disputes.

A law to require collection agencies to file bonds for the settlement of collections in accordance with terms of agreement.

A law to regulate the transfer of accounts receivable.

Other credit men's associations are working for the enactment of similar laws in other states. In Milwaukee, the local association has adopted resolutions favoring the new Federal reserve banks because they provide for the distribution of the currency of the country, instead of its centralization in New York; a more elastic currency; a standardization of the interest rate; the elimination of interchange rates between cities in the United States.

The Portland, Ore., Association of Credit Men is working tirelessly toward bettering credit conditions in that Pacific Coast municipality, protecting the honest debtor and creditor and elevating commerce to a high plane. In Tampa, Fla., another association of credit men has been formed with thirty-three of the leading merchants of the city as members. In addressing the first meeting, the president said the new organization is not intended as a collection agency but as an educational institution to reduce the credit loss and prosecute fraudulent bankruptcies.

Recently the chairman of the membership committee of the Buffalo, N. Y., Association of Credit Men visited one of the large milling establishments in the city for the purpose of influencing the credit manager to join the association. The men were friends and for "friendship's sake" this milling



THE PLANT OF THE ST. PARIS (OHIO) GRAIN COMPANY

capacity of 38,000 bushels of small grain and about 7,000 bushels of ear corn.

On the right side of the elevator as one enters the drive, are eight cribbed bins, each holding about 2,000 bushels, and hoppers. On the right side also are two flat bottom bins of 1,500 bushels each, and a loading-out scale of 61,000 pounds capacity. Over the driveway there are five flat bottom bins of 1,200 bushels each, and to the left a large oats granary of 10,000 bushels capacity. At the rear of the elevator is a corn house with three dumps and two cribs holding 7,000 bushels of ear corn.

The house is equipped with four elevators. The grain is conveyed from the dumps in the driveway by screws to the elevator. There is one large corn cleaner and one wheat and oats cleaner in the cupola. The machinery is so fixed that they can shell corn and elevate oats and wheat at the same time. A Sidney Man Lift makes getting about the plant as convenient as possible. The power is supplied by a 30-horsepower electric motor which receives its current from the municipal plant.

As the elevator has transit privileges for the mill which is run in connection and as the loading and unloading facilities from the tracks are of the best, the business of the house has been found profitable from the start. It enjoys a splendid reputation in the surrounding country, partly perhaps because of the continued cleanliness which is one of the principles of the house.

exhibit in this respect in the last five months of 1914 is of vast value in giving courage for the present twelve months.

Much credit is due the National Association of Credit Men and the 103 individual associations throughout the country. Co-operation has been the keynote of all their efforts, and it is only as the result of this co-operation that the business of the nation retains its high position in the world of financial activity.

Almost every kind of mercantile and manufacturing establishment is represented in the membership of the National Association, but statistics show that the grain and elevator man is not showing the interest in the various individual associations that he should. The value of membership cannot be over-estimated and the value of membership in the Interchange Bureaus, associated with the associations in the larger cities, is worth much more than the membership fees.

In Buffalo, for example, there are comparatively few grain and elevator men interested in the activities of the Buffalo Association of Credit Men. The bakers are well represented, James B. Dwyer, credit manager of one of the city's largest baking industries, being president. The retail merchants are well represented and almost every department and clothing store in the city depends upon the Interchange Bureau for its credit information. The iron and steel industry is very well represented and the



credit man affiliated with the association and also took membership in the Interchange Bureau.

This credit man began to receive the daily slips containing names of individuals whom the association would like credit information from. The slip contained the name of a creditor of the milling company and the credit man looked up this creditor's record. He found that no payment had been made for more than sixty days and that there was a large amount still owing. This information was sent back to the association and others who had

dealings with this creditor, including a large department store, sent back similar reports.

An investigation was made and it was found the individual was hopelessly in debt and was running behind every week. The next day after the investigation was made, this man went to the milling company and wanted another car of flour, but he did not get it and a short time later a voluntary petition in bankruptcy was filed. What was the value of this credit man's membership in the association?

## Demonstrating and Sampling Poultry Feeds

Poultry Feed Must Be Up to Standard—Government Inspection Strict—Profits Good  
Where Right Methods Are Used—Permanent Customers Necessary

By G. D. CRAIN, Jr.

ONE of the most rapidly developing and most promising fields for the grain trade at present is poultry feeds. The enormous interest which is being taken in poultry raising, and the profits which well organized and properly managed poultry concerns are able to make, insure a market for a good feed, provided it is marketed in the right way. In fact, from being a specialty which takes only a little time and uses up a little of the grains handled by the dealer, the poultry feed trade is getting in some cases to be the tail that wags the dog. Many a concern which formerly had a regulation feed business has now discovered that the latter is the side-issue, and that the poultry proposition has become the main question with it.

It is not true, of course, that anybody can put a poultry feed on the market and "get away with it," as the saying is. In the first place, you must have a good feed, and in the second you must figure out a selling plan that will insure sufficient distribution of the product. The day when any old thing that wasn't needed for any other purpose would do for poultry feed has long gone by, and the grain man must put up a proposition that will stand inspection, not only by the consumer, but by state and government officials. Official inspection is extremely severe, and the dealer who tried to put anything over would have a hard time, even if his feed passed muster with those who bought it.

"Poultry feeding," explained one of the most successful manufacturers of this kind of goods, "is now on a scientific basis. Big feeders want to know just what they are giving their fowls in the way of proteins, fats, etc., and the manufacturer must be able to show just what his feed contains in respect to these elements. We use a formula which has been carefully tested and established, so that we have something definite to go on; and everybody who hopes to make a success of his feed business must be able to back up his product with scientific analysis, if necessary. Our feed contains corn, wheat, Kaffir corn, barley and several other ingredients, all combined carefully, and we can tell users just how and why the mixture was prepared in the way we put it out."

Careful cleaning is another thing which is being emphasized in connection with poultry feeds at present, showing that sanitation has extended from products intended for human consumption to others. A prominent poultry feed man said recently that his strongest talking point at present is the condition of his feed. He explains in his literature that he has a modern cleaning plant, that he cracks all his own grain, and that the mixture which he puts out is therefore clean and wholesome to the last ounce. He has found that this argument carries weight with many buyers.

"Quality First" must be the slogan in the poultry business," he declared. "People who have high-grade fowls, which they are depending upon to bring home the bacon in the form of a high laying rate, watch their feed as closely as a mother does that of her baby. The man who has a good, high-grade, dependable feed, therefore, gets the business and the support of this big class of consumers. The

profit in poultry feed is not as long as some members of the grain trade—those 'on the outside looking in'—have imagined; but it is long enough to justify the manufacturer going to special expense and pains to give his customers the best in the shop. In fact, this is the only basis on which it is possible to build a permanently profitable business. It costs money to get a customer, and it's the repeat orders that make the profits.

In this connection uniformity is obviously a necessary qualification. The manufacturer must make sure that his materials are coming from the same sections, and that the grade and quality are running uniform, if his feed is to produce the same results right along. It is not an easy matter at all times to insure this, but care and attention on this point are worth while. The more the poultry feed man can back up his claims of uniformity, the surer he will be of holding the trade of the big buyers, the concerns which are keeping records on the production of their fowls, and at the same time are keeping tab on the results which they are getting from different feeds. Such a poultry company can't be fooled on the character of the stuff it is buying, and lack of uniformity is just as big a handicap to feed manufacturers, as poor quality.

One of the best—though at times one of the poorest—ways to popularize a poultry feed is by means of sampling and demonstration work at the poultry shows. The weakness of the proposition is that those who attend the shows are primarily interested in the fowls, and it is difficult, therefore, to get concentrated attention on the feeds. But if the feed demonstrator is a good mixer, and has the ability to meet people and talk with them interestingly, he can do a lot of good.

A lot of mistakes, however, are made in this direction. The writer knows of one feed concern, which has a very popular line of poultry goods, and which has been endeavoring to get the attention of the poultry people at the shows. It has not distributed samples very freely, however, but has endeavored to get the interest of those attending, take their names and addresses, and then send samples. It has distributed some literature, also, but the main trouble has been that the literature does not concentrate sufficiently on the specialty which it was pushing in that connection, but devoted too much attention to the other goods, not related to poultry, which this concern is putting out.

Here was a case of penny wisdom and pound foolishness. In the first place, a good display of the feeds, backed with samples, should have enabled the concern to get out a good distribution of the latter. Of course, the name and address of the person receiving the sample should be secured whenever possible. The literature should have been devoted to an analysis of the feed, a discussion of the methods used in manufacturing it, and a proof of its quality, so that the prospect would have examined the sample, which the literature should have accompanied, with more interest in order to see if it came up to specifications.

The feed concern was trying to kill two birds with one stone—push its poultry feed and at the

same time get business for its other lines. The result of this was that neither profited, the poultry people were not sufficiently interested, and the results of the shows which were visited were not good enough to justify the concern in using this plan a second time.

The sample and the booklet or other literature which is used to back it up should by all means go together. Examination of the sample will tell something regarding the appearance and general quality of the feed, but it does not give the prospect all the information he should have, by any means. To convince him that he is looking at a feed which is better than that which he is using—and it should be remembered that this is a strictly competitive proposition, and that the buyer is already stocked up with the goods of somebody else—he must be given actual facts. If the manufacturer has an attractive proposition, and can show it in his literature, then the sample itself will provide the finishing stroke by showing that in looks and general characteristics it bears out the claims which have been made in his advertising by the manufacturer.

The feed concern referred to above, which followed a number of poultry shows in its territory, using sampling to a limited extent, and attempting to get distribution of advertising literature covering all its lines, found that the after-effects of the shows were not great, and as the business done at the shows themselves did not amount to much, it concluded that this method is no good in connection with poultry feeds. As a matter of fact, it is an excellent plan, provided it is correctly worked out; but the lines which were followed did not promise much success, in the first place.

In connection with the distribution of poultry feeds, it is interesting to note that the poultry supply house has become a big factor in the field. While the important buyers, who take 50- and 100-pound sacks of feed, usually are dealt with direct, the small buyers patronize the supply stores, where they get not only their feed, but their mechanical equipment, such as incubators, brooders, netting, etc. The feed manufacturer who is building up a poultry business must consider the retailer, especially the poultry supply man, in his calculations, and arrange for distribution in that field, which, while consisting chiefly of small-lot orders, is very important in the aggregate.

### OUR FOREIGN COMPLICATIONS

America's chief interest in the war in Europe, aside from its deep sympathy for all the sufferers, combatants and noncombatants alike, is in the problem of supplying food to the various nations. The geographical situation of the Allies made it necessary to favor them in the distribution, without in any way jeopardizing our position of neutrality. But the announcement of a blockade of the English coast by Germany, and the threat of retaliation by England, have made our position far more difficult.

The situation was brought to a head by the seizure of the *Wilhelmina*, by England. This steamer sailed from New York on January 22, bound for Hamburg with food supplies destined for the civil population of Germany. The ship was sent to the prize court, and on February 16 Ambassador Page represented to Sir Edward Grey that Germany would abandon its submarine blockade if England would allow food supplies to be sent to the civil population of Germany.

In his reply, Sir Edward pointed out that, as all grain in Germany was handled by the Government War Grain Company, this must affect the contraband status of food supplies. Moreover, he said, the Germans have disregarded the usual practices universally upheld by civilized nations, and that if England found it necessary to declare foodstuffs as absolutely contraband it would only be on this account.

This unfortunate complication has yet to be straightened out to the satisfaction of America, but diplomatic overtures to both nations have been made with this end in view. In the meantime shipments to Europe are made at great risk and it may slow up the rate of exports from this country.



## Lancaster Dried Corn

A Novel Industry which Flourishes in the Leading Agricultural County of the United States—Sweet Corn Only is Used—Farmers Enjoy a Monopoly at Present Although Their Success May Induce Grain Men and Others to Enter This Peculiar Field

By H. WINSLOW FEGLEY

PENNSYLVANIA produced 61,442,000 bushels of the estimated 2,700,000,000 bushels of corn raised in the United States in 1914 and Lancaster County, called the garden spot of the Keystone State, raised 3,350,000 bushels of this corn.

Lancaster County farmers believe improvement to be the order of the age, and to them belongs the honor of placing this toothsome and wholesome article on the market, which in eastern Pennsylvania is as popular as cranberries are in Massa-



HUSKING SWEET CORN IN LANCASTER COUNTY, PENNSYLVANIA

The average yield in Pennsylvania per acre was close to 42 bushels, but in Lancaster this average was even exceeded, owing to its good soil.

Lancaster County, Pennsylvania, has a world-wide reputation as being the foremost county agriculturally in the United States, holding this honored position for the last half century against all competitors, for all its products produced during one season have been valued at \$20,767,146. In this race for agricultural supremacy, it had some very close competitors, such as McLean County, Ill., and Los Angeles County, Cal., whose products in each case exceeded the \$18,000,000-mark. During the census before the last one, two other counties in Pennsylvania held similar honors with Lancaster, but in 1910 they dropped to the rear, while Lancaster even exceeded all former records.

While this county has a remarkable showing as to the corn crop, there are some that say: "Yes, it holds its supremacy because it is the tobacco oasis of the Keystone State." This is an error indeed. Although the tobacco crops grown on 8,411 farms, for which 32,783 acres of lands are used, its value this year was only slightly more than the corn crop and totaled \$3,500,000; while the wheat crop amounted to \$3,000,000 and there was a \$2,000,000 hay crop.

What is done with such an immense corn crop? It is turned into beef. Thousands of steers are annually fed by the farmers during the winter months; and corn, either in the shape of silage, whole, in the cob, or ground into chop, is the chief fattening process.

Even this remarkable showing does not include the sweet corn industry of Lancaster County, and one of its by-products, known as Lancaster Dried Corn has made the farmers of Lancaster County famous all over the state, for they make it possible that others can eat corn fritters on New Year's Day and corn pie on Easter and Whit-Sunday, just as well and with as delicious a flavor, as they do in August and September when they cut it fresh from the ear.

chusetts, watermelons in the Carolinas, pecan nuts in Texas and navel oranges in California.

In this county, as in many others throughout the Union, sweet corn is raised in large quantities, for the purpose of selling it right from the field as it becomes ripe; but the acreage that is devoted



SHREDDING THE CORN AFTER THE FIRST DRYING PROCESS

corn, vegetables and fruits that needed a warmer climate were by far greater; for they could only rely upon corn and one or two other products for canning, while those of Maryland and states further south could have such a diversified list of products to make their canning operation a financial success.

This was one reason they abandoned the canneries and established the corn-drying plants. Today, there are several hundred farms scattered in half a dozen communities throughout the county, where drying plants are located, and from 5 to 100 acres on each farm is devoted to the raising of sweet corn for this purpose. It's simply work, agriculturally speaking, and returns a fair profit for the average farmer, if he understands his business and knows the plain essentials of everyday arithmetic.



TURNING THE PARTLY DRIED CORN ON THE TRAYS

for the purpose of raising sweet corn to be put in driers and prepared for future consumption, exceeds the other acreage twenty times.

Ten years ago there were quite a few corn canneries, but the farmers learned that there were other localities whose success in growing sweet

The expert sweet corn farmer will plant his first sweet corn, weather and climatic conditions being favorable, about the first day of May. He will keep on planting a few acres, or at least an acre, three or four times each week until about the 20th day of June. According to the capacity of his drying



plant, the amount of help he can acquire during the operating season will be his ratio of planting in the spring. If he keeps on planting for six successive weeks, he expects to have ripe corn from August 20 until about the fifth of October, so that his plant can be operated day and night, and have ripe corn enough all the time, until the period of frost is nigh, when the work is expected to be finished.

The cultivation of the sweet corn is practically

corn come from the field in just the ripe stage, and this is one of the tricks of the trade—that the farmer must not have too much corn to handle for his plant, or else he will have over-ripe or too hard corn to dry, and of course the quality will be inferior.

The steam is made by the aid of a steam engine, which also provides the heat for the ovens that are overhead. After the ears are thoroughly steamed,

The trays are now ready for the oven, which usually runs from one end of the second story room to the other, along one side of the wall, from the floor, close to the ceiling. The oven is just wide enough to retain the four-foot trays, and they are placed in layers, one above the other; holding according to the size of the plant from fifty to 200 such trays at one time. The heat in those ovens is regulated in such a manner that the first drying process takes three hours and in the meantime the trays are removed several times and the corn turned like grandmother used to turn the flap-jacks while baking them. After three hours of such drying, the trays in the lower layers, where the corn was first placed are removed, and the corn is run through a shredder, which tears the kernel into at least three sections. Then it goes back upon the tray again and is again placed in the oven, but this time in the upper apartment, where it remains three hours longer, though the corn is turned several times as during the first process. This completes the drying part of the work, and the partly shredded corn is again run through the shredder, which tears it so finely that it can easily be used for corn fritters and gives perfect satisfaction; and also is just in the right size for cooking for all kinds of table use, where canned corn or any other sweet corn can be used.

The corn is then placed in bags holding about 100 pounds each, which are so packed that they can be easily handled. These bags are stored into large wooden bins at one end of the second story room of the plant. As the corn is ready to go upon the market, the same is either shipped in those bags, but most of it is packed in barrels, similar to those used for flour. The usual price per pound varies as to market conditions, but an average price is about 17 cents.

The capacities of the plants vary a great deal. There are some farmers who have their own plants and who prepare from 1,000 to 1,500 bushels of dried corn each year. There are others who not only prepare all their own corn but who buy corn in the ear from the neighboring farmers, who each day bring one or two four-horse teams filled with corn to the plant, getting so much per dozen ears, or so



PLACING THE CORN ON THE DRYING RACKS

the same as for any other corn. The fertilizer used is chiefly manure and some commercial fertilizer, but great care is taken that none gets close to the roots of the corn plant itself, fearing that the corn may acquire a sour taste or lose its otherwise sweet taste. In selecting the seed corn, the farmers take great care to get the varieties that are excelled for their sweetness. Very little shoe-peg is used, however, as all the corn is shredded into fine particles by the time it is thoroughly dried and completed.

When husking time arrives, the real work starts. Instead of the stalks being cut, the farmers take their large open farm wagons with wide bodies to the fields, and pull the ears from the stalks with husk and all, leaving the stalks in the field for some future use. The ears of corn are then hauled to the drying plant, where from half a dozen to a score of huskers are ready to begin the husking. The corn is thrown from the farm wagon upon a big heap in front of the plant, where the huskers sit around and by hand, cleanly take off all the husk and tassel that may cling to the ear. A few of the larger plants have special machinery to do the husking, but the majority prefer the hand husking methods, because it results in far more satisfactory work.

After the ear is husked, it is washed so that if any dirt should be clinging to it, the same is removed. The ears are then placed in a slat-like cage, about six or seven feet long, two feet wide and three feet deep, similar to the steam cages used in an oyster cannery, where the oysters are steamed, so that they open their mouths and readily allow them to be parted quickly by the shuckers. This cage has the slats far enough apart that all the water can drip from the ears before the receptacle is lowered into the steam box and the top closed.

The corn is not cooked, like mother and grandmother do, in the cooking kettle with water around the ears to penetrate the kernels. No water, whatever, reaches the ears of corn during the steaming, and when the ear is cooked or steamed, it is much sweeter than a similar ear would be, that was cooked with water in a kettle. The kernel in this new process retains all its original sweetness, and this sweetness remains in the kernel or its part even after it is dried.

Great care is constantly taken that the ears of

they are removed from the steaming cage and taken by women who rub them over cutters, almost similar to those used to cut cabbage for coldslaw or for sauerkraut. There are also a few plants which use machinery to remove the kernels from the ears, but the corn that is removed with the small cutters is generally preferred by those who love this new type



THE STEAMER IN WHICH THE CORN IS FIRST COOKED

of sweet corn. As the kernels are nicely cut from the ears, they are placed in receptacles and by a chain arrangement are elevated to the second floor of the plant, ready to be placed upon the drying racks. These racks are about four feet long, 12 to 14 inches wide and 1½ to 2 inches deep, having wire bottoms. Upon these trays the corn is evenly spread by one man, who does nothing but this work from morning until night and from night until morning, where two relays of workers are operating.

much per hundred pounds. Then there are larger plants, at least half a dozen, whose capacity is close to ten thousand bushels every season. The latter type use machinery for husking and removing the kernels from the ears.

The shrewd farmers make money, for like the farmers who raise the ordinary field corn to use to fatten a herd or two of steers every year, the sweet corn farmer fattens also a herd of steers, while the drying work is in progress, and he does it so



economically that he makes a nice little extra profit while doing it, and with no extra labor.

Quoting from one Lancaster County farmer's account book, who fed a herd of steers on the huskings that were removed from the green ears of corn, I found that in one season he purchased on August 20, when he started drying corn, 27 head of steers that weighed 24,315 pounds, which he purchased at seven cents a pound. Up to October 1, the chief food was nothing but the huskings and the green cobs. After the corn was all husked, the herd ate 5,400 pounds of shorts or middlings, 17,800 pounds of old corn, 5,500 pounds of sucrene, 600 pounds of corn chop in the ear, 1,100 pounds of cotton seed meal and 6,900 pounds of wheat bran. This cost \$525.20. Twenty of these steers were sold on the second last day of the year at 7½ cents per pound, and the 20 head weighed 23,590 pounds. The other seven were kept 65 days longer and sold for 7.85 per hundred pounds and weighed 8,280 pounds. The herd



FULLY DRIED CORN READY FOR THE FINAL SHREDDING PROCESS

made a total gain of 7,560 pounds or on an average 280 pounds per steer. They were fed on an average 145 days, so that the daily gain was just a little less than two pounds per steer, and the gain in dollars and cents for the herd was about \$200.

It was not the money value that was considered by this farmer, but the huskings; fodder, that was left in the field when ears were plucked, were used up and the labor of a few men who were not always busy when the plant was in operation, could attend to the herd, and the manure that was the indirect result helped to place the farm in such a condition that there is none better in the county, whether the farmer intends to raise sweet corn, other corn, or tobacco, as he raises all three crops, besides other ones. It helped to prevent a run-down farm, and as an ounce of prevention is worth a pound of cure, this and many other farmers need not apply for the remedies.

Economy is the by-word at each of those plants. What huskings and cobs are not fed to steers are taken back to the soil as fertilizer. The huskings are spread on the manure piles and hogs allowed to chew it up, while the cobs are placed in manure spreaders and taken to the fields direct, and what little vitality is left in them, the soil benefits thereby.

This new toothsome article has already become almost as popular as Lancaster County tobacco is to the smoker; and the product, while its chief consumption is confined to the counties of the eastern part of the state, is finding a market beyond the state boundaries, and some of it has been shipped as far west as California. Furthermore, the demand is said to be increasing all the time.

## Speculation and Gambling

### Recent Court Decisions and Proposed Legislation Bring an Old Subject Into the Limelight—U. S. Supreme Court Decision Again Called to Attention

GRAIN speculation has been before the courts of two states recently and the judges in both Iowa and Ohio held that speculation is plain gambling and that operations in such business will not have the protection of the law. In both cases the plaintiffs, who did the speculating, recovered their losses.

At about the same time two bills were introduced in the Minnesota legislature; one prohibits dealing in futures and provides that margins put up may be recovered unless the seller has the article sold in his possession at the time of sale. The other bill provides for a lien on membership in

and paying for the property so bought, or of delivering the property so sold. On this ground it is contended that if under other circumstances there could be property in the quotations, which hardly is admitted, the subject matter is so infected with the plaintiff's own illegal conduct that it is *caput lupinum*, and may be carried off by any one at will.

It appears that in not less than three-quarters of the transactions in the grain pit there is no physical handing over of any grain, but that there is a settlement, either by the direct method, so called, or by what is known as ringing out. The direct method consists simply in setting off contracts to buy wheat of a certain amount at a certain time, against contracts to sell a like amount at the same time, and paying the difference of price in cash, at the end of the business day. The ring settlement is reached by a comparison of books among the clerks of the members buying and selling in the pit, and picking out a series of transactions which begins and ends with dealings which can be set against each other by eliminating those between—as, if A has sold to B five thousand bushels of May wheat, and B has sold the same amount to C, and C to D and D to A. Substituting D for B by novation, A's sale can be set against his purchase, on simply paying the difference in price. The Circuit Court of Appeals for the Eighth Circuit took the defendant's view of these facts and ordered the bill to be dismissed (125 Fed. Rep. 161). The Circuit Court of Appeals for the Seventh Circuit declined to follow this decision and granted an injunction as prayed, (130 Fed. Rep. 507). Thereupon writs of certiorari were granted by this Court and both cases are here.

As has appeared, the plaintiff's chamber of commerce is, in the first place, a great market, where, through its eighteen hundred members, is transacted a large part of the grain and provision business of the world. Of course, in a modern market contracts are not confined to sales for immediate delivery. People will endeavor to forecast the future and to make agreements according to their prophecy. Speculation of this kind by competent men is the self-adjustment of society to the probable. Its value is well known as a means of avoiding or mitigating catastrophes, equalizing prices and providing for periods of want. It is true that the success of the strong induces imitation by the weak, and that incompetent persons bring themselves to ruin by undertaking to speculate in their turn. But legislatures and courts generally have recognized that the natural evolutions of a complex society are to be touched only with a very cautious hand, and that such coarse attempts at a remedy for the waste incident to every social function as a simple prohibition and laws to stop its being are harmful and vain. This court has upheld sales of stock for future delivery and the substitution of parties provided for by the rules of the Chicago Stock Exchange. *Clews vs. Jamieson*, (182 U. S. 461).

When the Chicago Board of Trade was incorporated we cannot doubt that it was expected to afford a market for future as well as present sales, with the necessary incidents of such market, and while the State of Illinois allows that charter to stand, we cannot believe that the pits, merely as places where future sales are made, are forbidden by the law. But again, the contracts made in the pits are contracts between the members. We must suppose that from the beginning as now, if a member had a contract with another member to buy a certain amount of wheat at a certain time and another to sell the same amount at the same time, it would be deemed unnecessary to exchange warehouse receipts. We must suppose that then as now, a settlement would be made by the payment of differences, after the analogy of a clearing house. This naturally would take place no less than the contracts were made in good faith for actual delivery, since the result of actual delivery would be to leave the parties just where they were before. Set-off has all the effects of delivery. The ring settlement is simply a more complex case of the same kind. These settlements would be frequent, as the number of persons buying and selling was comparatively small.

The fact that contracts are satisfied in this way by set-off and the payment of differences detracts in no degree from the good faith of the parties, and if the parties know when they make such contracts that they are very likely to have a chance to satisfy them in that way and intend to make use of it, that fact is perfectly consistent with a serious business purpose and an intent that the contract shall mean what it says. There is no doubt, from the rules of the Board of Trade or the evidence, that the contracts made between the members are intended and supposed to be binding in manner and form as they are made. There is no doubt that a large part of those contracts is made for serious business purposes. Hedging, for instance, as it is called, is a means by which collectors and exporters of grain or other products, and manufacturers who make contracts in advance for the sale of their goods, secure themselves against the fluctuations of the market by

any grain exchange for grain purchased by any member or sold by him as agent.

These court decisions and the Minnesota bills failed to differentiate between bucket-shop practice and the transactions of legitimate boards of trade, the latter being classed with the former. The rules of the various boards of trade provide for severe penalties for failure to deliver contract grain, so severe that failure to deliver is unheard of. Every purchase or sale of an option for future delivery presupposes the actual delivery of the grain at the time of contract, so that every option represents an actual transaction in cash grain unless the option is canceled or sold before the expiration of the contract period.

On the other hand, a bucket shop has no rules, no penalties for non-delivery of the grain at the stated time, and no pretense at actual transactions in grain. The operator merely bets with his patron on the rise or fall of the price of grain, the difference being paid by the loser. Such transactions are gambling and should be abolished.

The difference between boards of trade and bucket shops was made very plain in the United States Supreme Court decision in the case of *Board of Trade vs. Christie Grain and Stock Company* (198, U. S. 236), which was, in part, as follows:

It is alleged in the bills that the principal defendants keep bucket shops, and the plaintiff's proof on that point fails, except so far as their refusal to sign the usual contracts may lead to an inference, but if the plaintiff has the rights which it alleges the failure is immaterial. The main defense is this. It is said that the plaintiff itself keeps the greatest of bucket shops, in the sense of an Illinois statute of June 6, 1887, that is, places wherein is permitted the pretended buying and selling of grain, etc., without any intention of receiving



counter contracts for the purchase or sale, as the case may be, of an equal quantity of the product, or of the material of manufacture. It is none the less a serious business contract for a legitimate and useful purpose that it may be offset before the time of delivery in case delivery should not be needed or desired.

Purchases made with the understanding that the contract will be settled by paying the difference between the contract and the market price at a certain time, *Embrey vs. Jemison*, (131 U. S. 336), *Weare Commission Co. vs. People*, (209 Illinois 528), stand on different ground from purchases made merely with the expectation that they will be satisfied by set-off. If the latter might fall within the statute of Illinois, we would not be the first to decide that they did when the object was self-protection in business and not merely a speculation entered into for its own sake. It seems to us an extraordinary and unlikely proposition that the dealings which give its character to the great market for future sales in this country are to be regarded as mere wagers or as "pretended" buying or selling, without any intention of receiving and paying for the property bought, or of delivering the property sold, within the meaning of the Illinois act. Such a view seems to us hardly consistent with the admitted fact that the quotations of prices from the market are of the utmost importance to the business world, and not least to the farmers; so important indeed, that it is argued here and has been held in Illinois that the quotations are clothed with a public use. It seems to us hardly consistent with the obvious purposes of the plaintiff's charter, or indeed with the words of the statute invoked. The sales in the pits are not pretended, but, as we have said, are meant and supposed to be binding. A set-off is in legal effect a delivery. We speak only of the contracts made in the pits, because in them the members are principals. The subsidiary rights of their employers where the members buy as brokers we think it unnecessary to discuss.

In the view which we take, the proportion of the dealings in the pit which are settled in this way throws no light on the question of the proportion of serious dealings for legitimate business purposes to those which fairly can be classed as wagers or pretended contracts. No more does the fact that the contracts thus disposed of call for many times the total receipts of grain in Chicago. The fact that they can be and are set-off sufficiently explains the possibility, which is no more wonderful than the enormous disproportion between the currency of the country and contracts for the payment of money, many of which in like manner are set off in clearing houses without any one dreaming that they are not paid, and for the rest of which the same money suffices in succession, the less being needed the more rapid the circulation is.

## NO MORE PRIVATE ELEVATORS IN NEW ORLEANS

The Chalmette Export Company, representing the J. Rosenbaum Grain Company of Chicago, recently proposed to lease the Chalmette Elevator at New Orleans. A meeting was called last month of the Municipal Affairs Committee and the Grain Committee of the Board of Trade to consider the proposal. After debate they reported as follows:

With respect to the proposition of the Louisiana Railway and Navigation Company to construct an elevator of its own on the river front, the following resolution was adopted by the meeting:

"We are unqualifiedly opposed to the development of any further individual export terminals to be constructed in the port of New Orleans, by any railroad company for the exclusive use of its business, believing that such individual terminals operate to the detriment of the logical development of the principles of public ownership, and operation of port facilities.

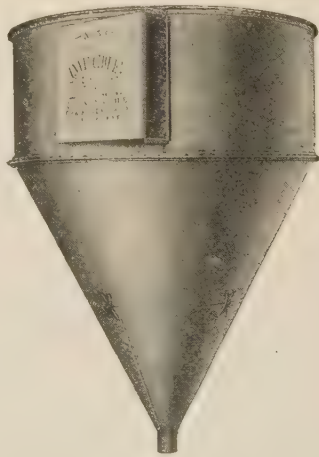
"However, we realize the need of more elevator capacity open to all carriers now here, or which may come hereafter, and we recommend to the Board of Directors that they urge upon the Belt Railroad Commission and the Dock Board the furnishing of a suitable site for the purpose of erecting elevators adjacent to, and to be available in connection with the new cotton warehouse."

The meeting recommended that the Board of Trade oppose the leasing of any export grain elevator to any individual or firm.

In commenting on the possibility of the Belt Commission building new public elevators, W. B. Thompson, who is head of the Belt Commission, expressed the belief that they were without authority to undertake such construction. The questions rest upon the comprehension of the term "warehouses," which the Commission is authorized to build. If grain elevators are included in the broader term, they could go ahead with the money on hand from the original bond issue. If elevators were judged distinct from warehouses, then new authority would have to be given to the Commission and a new bond issue made.

## TWO WELL-DESIGNED DUST COLLECTORS

That dust collectors are today a common necessity in grain elevators, is generally admitted. In nearly every community the blowing of the dust from grain cleaners out of doors is frowned upon and in addition there is an economic loss to say nothing of the danger of dust explosions, from the

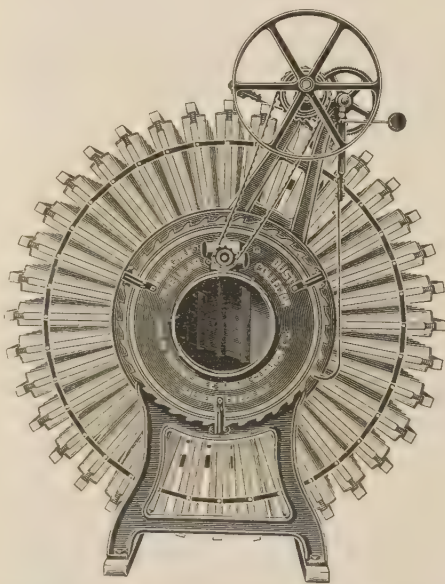


INVINCIBLE CYCLONE DUST COLLECTOR

none-too-careful methods of getting rid of the dust often in use.

Two of the latest dust collectors for grain elevators and mills to be placed on the market, are manufactured by the Invincible Grain Cleaner Company of Silver Creek, N. Y. Of course, with such a standard appliance certain lines must necessarily be followed but improvements can be and are made and the Invincible Dust Collectors, both tubular and cyclone type, as shown in the accompanying illustrations, are standard in their general lines, but each possess certain improvements, which, the makers claim, put them in the very front rank of collectors.

It will be noted that the Invincible Tubular Dust Collector is of the removable stocking type.



INVINCIBLE TUBULAR DUST COLLECTOR

That is, the stockings can be removed very quickly and easily when necessary for replacement. This means a large saving for the user because it does become necessary to remove the stockings from any machine from time to time and the more complicated the operation, the more time required and a consequent heavier expense. These tubes all lead to a common center, to which the dust is piped from the cleaner or machine. In accordance with the modern round metal spout construction, the opening to the machine for attaching the dust spout is made round regularly, but if a square entrance is required, we can so construct it.

The stockings are particularly well made. A very high grade of material is used for their construction, something that gives a free discharge to

the air but which at the same time does not permit the escape of the dust. It is claimed that the stockings in this machine will outwear any other stocking made. Each row of stockings is automatically cleaned at each revolution of the cylinder, the collected dust and dirt dropping into a conveyor and being removed from the machine. This cleaning is done thoroughly and efficiently. The apparatus moving the cylinder, one row of tubes at a time is so constructed, that there is none of the rattle and clatter so common with some other collectors. It is done quietly and practically noiselessly, a point worth noting.

The Invincible Cyclone Dust Collector follows in general outward appearance, the common Cyclone but it has many improvements in the interior construction, which place it among the leaders of this class of machines. All sizes are built of all steel and when the machine is to be placed out of doors, a metal hood is provided to keep out the weather.

The Invincible Grain Cleaner Company has issued a catalogue covering these machines, showing their prices, dimensions and the necessary sizes for use on all grain cleaners of various makes. A copy will be forwarded on application.

## SCALE SUGGESTIONS

In his address before the Kansas Farmers' Grain Dealers' Association on March 3, F. C. Maegly, assistant general freight agent of the Santa Fe, gave out some excellent suggestions relative to the scale problem. Some of these have appeared before in these pages, but others which have not hitherto been printed warrant attention by the trade.

Mr. Maegly for some years has been using his greatest endeavor to bring about a closer understanding and a co-operation between the railroads and the shippers and receivers of grain, to avoid the losses in transit and the disputes over differences in shippers' and receivers' weights. In this address he suggested that if the railroad were informed as to the terms of the sale so far as they refer to weights, loading or unloading, they would be in a position to make a more careful investigation of the reason for shortage claims, and efficiency tests could be made with more care.

Scales and loading and unloading equipment should be of standard grade and kept in perfect accuracy and repair. If this were done the discrepancies in weights would largely disappear. Furthermore, it is suggested that shippers and receivers should maintain permanent and complete record of all weights of first entry. This is evidence of primary importance.

Mr. Maegly deplored the practice of overstating weights for fear the receivers will confiscate overage. This suggests a lack of mutual confidence in the trade which is deplorable in a business which of necessity must be conducted on such strict lines of integrity. To do away with the practice of overstatement experiments are being tried with the entire weight record of shippers, carriers and receivers, on one slip carried with the waybill. This will facilitate prompt investigation of error.

He paid a tribute to the weighing departments of some boards of trade, where expert tallymen oversee each weighing. But in all cases he emphasized the necessity of calling a weight by its right name, "shipper's weight," "board of trade weight," "receiver's agreement weight," or whatever it might be. In this connection Mr. Maegly said: "In my opinion, the shipper is justified in raising a mighty protest against the issuance of a certificate of weight that demands the concealment of the real author, hiding the responsibility and circumstances under which such weight is actually ascertained." He suggested a classification of elevators based upon the accuracy of their equipment.

He called attention to a recent bill introduced into a state legislature, calling for a railroad track scale at every grain station producing 100 or more cars a year, and pointed out the injustice such a law would carry to the railroads and shippers alike, without being of any practical benefit.

He suggested the appointment of a weight com-



mittee to co-operate with a like committee from the carriers, for the purpose of eliminating causes of discrepancies in weights. The Advisory Committee of the Grain Dealers' National Association performs such duties for that Association and it is hoped that much good will accrue from their efforts.

### H. S. GRIMES PASSES AWAY

It was with feelings of unusual sorrow that the grain trade learned of the death of Harry S. Grimes of Portsmouth, Ohio, which occurred at his home on the morning of March 7. He had been in poor health for about two years. After a visit at Johns



THE LATE H. S. GRIMES

Hopkins Hospital at Baltimore, he returned home last summer greatly benefited. But the rally was only temporary, and he passed away at the age of 63 years.

Mr. Grimes' career has been a notable one in its interest in, and promotion of all things tending to the uplift and advancement of the grain trade. He was elected president of the Ohio Grain Dealers' Association on June 12, 1900, and continued to fill the office until June 4, 1903, when he was succeeded by C. B. Jenkins. Previous to his incumbency as president he served as a member of the Governing Board, and continuously afterwards was retained on the Board, being a member of same at the time of his death. Mr. Grimes was a leading member of the Grain Dealers' National Association and served as the first vice-president in 1902, was elected president in 1903, a director for Ohio in 1904 and served as chairman of the arbitration committee in 1908-09.

He was one of the charter members of the grain Dealers' National Mutual Fire Insurance Company and had been a director of the company continuously from the time of its organization until his death. He had also been connected with the Ohio Shippers' Association in an official capacity ever since it was organized in 1904 and at the time of his death was chairman of the executive committee.

In January, 1912, he organized the firm of Grimes-Stritmatter Grain Company, taking into the business Edward Stritmatter of Columbus, Ohio. It was Mr. Grimes' intention at that time to devote less time to business and this was his principal object in forming the new company.

Few men have been honored in their home town more than Mr. Grimes. He had filled various civic offices and was a notable figure in the Portsmouth Chamber of Commerce Association which gave a memorable banquet in honor of Mr. Grimes on his return from a visit to California some few years ago.

Mr. Grimes was a member of the city council from 1883 to 1885 and from 1895 to 1897. He was elected vice mayor and president of the city council for four years beginning in 1903 following the

adoption of the new municipal code in Ohio, and declined to make the race a third time.

He was elected cemetery trustee of Portsmouth in 1889 and was re-elected until the office was abolished by the new code.

He was president of the Board of Trade of Portsmouth for nine years, declining to serve again in 1914, since then he has been a director.

He was a vestryman of the Christ Episcopal church and was a vestryman of All Saints Episcopal church at the time of his death.

Mr. Grimes was a director of the Ohio State Board of Agriculture 11 years, president one year and secretary one year of that time.

At the funeral, the catafalque was banked with flowers from the various organizations of which he was a member, the gift of friends by whom he was beloved. He is survived by his wife, Mrs. Grimes, who was always his companion in his attendance at grain conventions, two sons, Shirley V. and John A. Grimes, and daughter, Mrs. Taylor, of Portsmouth. His loss will be mourned by countless friends.

### A NEW LARGE HESS DRIER

The Michigan Central Transfer Elevator and Drying Plant, located at Kensington, Ill., was completed in the late Spring of 1914. It has a storage capacity of 330,000 bushels and is equipped with a large Hess Drier, exceeded in size only by the Hess Drier at Louisville, Ky., doing service in the Louisville Public Elevator. The Kensington drier has a total capacity to dry and cool corn at the rate of 70,000 to 75,000 bushels daily, and wheat and oats about 100,000 bushels daily. An excellent view of the drier is shown in our illustration.

The drier is constructed in three separate units, any one of which may be operated independently of the others. It is housed in a brick building 29x62 feet ground dimensions, and 46 feet in height. It is separated from the elevator by 6 feet of space and connected therewith by two 18-inch screw conveyors, one of which is located above the garner

pressure that can be put upon them, besides being less liable to damage from freezing.

The structure of the drier itself is entirely of galvanized steel, self-cleaning, and with all the grain visible and accessible during the drying and cooling process.

### MOVING DAY

When the new double-track system was installed on the Chicago, Milwaukee & St. Paul Railway between Chicago and Omaha, a great number of elevators along the right of way had to be moved to one side or back about 200 yards. The problem of moving was a serious one, but in many cases the solution was found in the use of the Little Wonder



MOVING AN ELEVATOR ON TRUCKS

Truck of the La Plant-Choate Manufacturing Company of Cedar Rapids, Iowa.

As is shown in the accompanying illustration, the elevator was lifted bodily onto three or four of these trucks and was pulled away by a traction engine. This particular house in the photograph was at Spring Valley, Minn., and was moved by four men a mile and a half in one day.

In many cases elevators of much greater capacity than this were moved in the same way. So if the railroads continue raising the rent on right of way property, as they have been doing in the



MICHIGAN CENTRAL GRAIN DRIER AT KENSINGTON, IND.

tanks and the other beneath the discharge hoppers on the basement floor. Steam heat for the drier is supplied by two 250-horsepower boilers and the drier fans are driven by an electric motor of 75 horsepower with speed of 690 revolutions per minute.

The drier is equipped with the new type of coils designed and used only by the Hess Company. These coils are self-cleaning, with no spaces where dust may accumulate, and the use of cast iron headers has been eliminated. With this arrangement the coils may be operated with any boiler

past few years, the elevators can literally take up their beds and walk without great trouble or expense. The absurd rental values which the railroads are putting on elevator sites should be looked into carefully by the tax commissioners, for this valuation, if adopted for taxation, would be profitable.

The production of corn in Colorado for 1914 was almost double the production in 1913. Last year 10,600,000 bushels of corn were harvested, while in 1913 the crop was only 6,800,000 bushels.





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### ADVERTISING.

This paper has a large circulation among the elevator men and grain dealers of the country, and is the best medium in the United States for reaching persons connected with this trade. Advertising rates made known upon application.

### CORRESPONDENCE.

We solicit correspondence upon all topics of interest connected with the handling of grain or cognate subjects.

CHICAGO, MARCH 15, 1915.

Official Paper of the Grain Dealers' National Association  
and of the Illinois Grain Dealers' Association.

### REAL CO-OPERATION

THE mail order houses had an enthusiastic though innocent advocate in T. R. Dutton, who addressed the agricultural societies' convention at Winnipeg, Manitoba, recently. He was speaking in favor of co-operation. "The farmer, nowadays," he said, "with his telephone and his ever-growing rapidity of connection with the large centers, only needs a siding, a loading platform and a doctor." The town, he stated, is obsolete. This is a common feeling in some communities and is, apparently, on the increase as farmers' co-operative organizations grow in number and power.

There is no co-operative association in the world which gives so much to its membership as the town. The very fact that towns exist is its own argument. Individuals voluntarily seek community life for the benefit which they themselves will get out of it. They have no thought, perhaps, that they will benefit others; their purpose may be entirely selfish, and whose, pray, is not? But the community of interests in the town is co-operative and mutually beneficial, however unconsciously it effects its purpose. Compare land values near and away from the town. They are, other things being equal, in exactly inverse ratio with the distance. Compare the cost of marketing, which, of course, is included in the relative land values; the sometimes disastrous effect of isolation when the roads are bad; the social, educational, and religious advantages of community life. All of these things represent co-operation raised to the  $n^{\text{th}}$  power. As the town increases in size it extends its influence farther and farther into the country, and every person in the tributary district is benefited. To neglect the local community, then, in buying and marketing, is to

invite an inevitable drop in land values and its attendant evils. Farmers and townspeople cannot afford to make purchases outside of their community, even though the particular article may be acquired more cheaply elsewhere. Civilization is developed through communism, not through individualism, and every act which is directed against the community is a blow to progress. The answer is plain: Patronize the home industries.

### IT PAYS TO ADVERTISE

THE papers of the Northwest have recently contained many headed articles showing the vast amount of business done by the co-operative societies of that section. In Minnesota, it is stated, there are 270 farmers' elevators, with a total membership of 34,500. The extent of the grain business of these companies is glorified in big type, the total being in the neighborhood of \$22,000,000 for the year 1912. There are many excellent features connected with the co-operative movement, one of the most striking being its ability to get free advertising.

To a casual reader of these articles or to one unacquainted with the grain business, this \$22,000,000 sounds very impressive indeed, but when it is considered that in 1912 Minnesota raised about 67,000,000 bushels of wheat, 78,000,000 bushels of corn, 5,000,000 bushels of rye, 30,000,000 bushels of barley, 122,000,000 bushels of oats, 99,000 bushels of buckwheat, and 3,000,000 bushels of flaxseed, valued, altogether, at over \$182,000,000, the co-operative figure shrinks somewhat by comparison with the grain handled by privately owned houses.

The co-operative handling of grain has yet to demonstrate that it pays the farmers any better than the same amount of capital invested in any other business would pay if managed by capable men and with the same support from patrons.

### FREE STORAGE

MANY states require houses which receive compensation for the storage of grain to comply with the Public Utilities Law. Some states require, in addition, that each parcel shall be kept apart so that the identical grain can be returned upon presentation of the storage certificate. This makes it doubly difficult for the elevator operator to remain free of the law and yet to comply with the demands of his patrons. It has frequently been argued that a law which would prohibit free storage absolutely would make it easier for the elevators, as then the farmers would understand that they could not get such service anywhere and they would be satisfied, while all elevators would operate on even terms. There is no logical reason why an elevator should store grain free of charge. At best it could only accommodate a few patrons and the rest would resent the discrimination. The country elevator is not a warehouse primarily, but is only a necessary and economical service station in the movement of the crop from producer to consumer. Country houses should not be run on the speculative plan, for, if they are, the interests of the elevator and its patrons immediately become separated.

Speculation in grain is an absolute necessity, for the whole crop cannot be consumed as fast as it is marketed and someone has to hold it until the world is ready for it. If the farmer wishes to share in this speculation, and most of them do like to share as far as their means will permit, they should keep the grain on the farm or be willing to pay storage charges in public elevators. Such charges are no more than the interest they would have to pay on the value of their own granaries, and by having the grain in a public warehouse it is ready for release when the market is high, while the condition of the roads might prevent hauling if it were held on the farm. Storing grain on the farm or in a warehouse is just as much speculating as is buying on option for future delivery. The incentive back of both operations is the same. But it should not be confused with gambling, for between the two there is all the difference of daylight and dark. Speculation is the assuming of a risk which arises inevitably in the course of trade and which must be carried by someone. Gambling is the creating of a risk for the sake of assuming it. Let the farmers speculate if they will, but let them pay fairly for the service the elevator gives.

### FOREIGN SHIPPING CONTRACTS

The export grain business of this country has been tied to the contract as promulgated by the London Corn Trade Association. At first there was a 60-day payment clause which, after long demur, was changed to 7-day draft payment. Bank guarantees of credits were unknown, until the necessities growing out of the war forced the British buyers to more friendly terms.

At a recent meeting of the North American Grain Export Association it was definitely decided that American shippers would make permanent some of the new methods which have been insisted upon for the past six months. The new terms will be only just and what the English associations use in dealing with other countries. Our large surplus of grain, which had to be marketed abroad, gave the foreign buyers an advantage which they were not slow to take, but the past year has established our export business on a basis which warrants more equitable terms, and the committee appointed by the exporters will draw up a series of contracts which will be fair and just to both buyer and seller.

### THE SOUTHERN TRADE

THOSE in touch with the milling situation of the country have been commenting freely on the impetus which flour and feed milling has received in the South during the last six months. In every Southern state mills and elevators have sprung up or are in contemplation by newly organized companies. The movement is in direct response to a well organized campaign for diversified farming and industrial life which will replace the single crop upon which the country has depended in the past. Although an increased acreage of grain in the South would seem to threaten the shipments from the North and West, it is doubtful if it will have that effect in the long run, for after all cotton will



still be the big crop of the South, and it is hardly likely that the increase in grain production will more than supply the greater demands of stock farming and increased prosperity, so that the normal demand for foreign grain and hay will still be present. Arguing from cause to effect, if diversified farming is carried to the extent of supplying the temporary grain demand, the attending prosperity of the country will increase the consumption and the southern avenues of trade will remain open; if the movement does not attain its promised magnitude then the South will be dependent, as in the past, on other sections.

## EASTERN GRAIN RATES IN QUESTION

ON March 13 the Interstate Commerce Commission suspended until July 18 the proposed classification tariffs on grain and other commodities in Central Freight Association territory. On the same day the Chicago Association of Commerce filed a protest on the proposed increase in rail and lake rates. While the grain trade is pretty well organized to combat proposed inimical legislation, there has been surprising lack of co-operation in the matter of rates. If all the proposed increases are allowed in Western, Central, Eastern and Lake territories the cumulative charge will inflict a great burden on the trade. This would seem to be a situation which would promote united action by the trade, but as yet the interest has only been sporadic.

## THEORY AND FACTS

ERUDITE economists in Uncle Sam's legal department, who arrived at the conclusion that speculation was responsible for the high grain prices before they had begun to investigate the facts in the case, were utterly silenced by the letter which was issued at Washington on February 17, stating that President Wilson would not consider an embargo on grain, even if he were given authority to declare it. Good and sufficient reasons were given for this decision. The Department of Agriculture found that there were 967,000,000 bushels of wheat in the country at the beginning of the crop year; our annual consumption is 520,000,000 bushels and the seed requirements 90,000,000 bushels. This left a surplus of 357,000,000 to export. On February 1 there were left 147,000,000 to export during the 150 days to the new crop. As the ocean tonnage now available can hardly take care of 1,000,000 per day, there is little chance of our sending out more wheat than we can spare. But even if the ocean freight situation should improve, we have a great surplus of potatoes, corn, fruit and other foodstuffs so that there is no danger of a food crisis, and the people would be better off if they were compelled to eat more of the cheaper grains.

If the foreign nations are willing to pay the high price for wheat, let them have all they want; then we can use their good money to buy other foodstuffs. There is a certain district in Germany where the population has subsisted for years in dairy products and potatoes alone, and they are enjoying the best of health. With our great variety of foods and the great supplies on hand, there is no chance of our being

in any way restricted in our diet. We might change it a little from the regular routine, but that would be welcome enough from the standpoint of both economics and dietetics.

## A HAY HORROR

A BILL was introduced into the Michigan legislature last month which would require a standard weight for hay bales with a penalty for a deviation of over five pounds from the standard. There are so many foolish bills introduced into state assemblies that this one would not be regarded, were it not for the fact that the national Department of Agriculture collaborated in the framing of the measure. This gives it importance at once, for the tentacles of this Department are continually reaching for new worlds of cultivation and marketing to regulate, and we know that when the unquiet tentacle has found and fastened upon a subject it is tenacious as a bull pup.

The injustice of such a law is brought out very forcibly in the letters from prominent hay men, found in the "Communicated" department of this issue. The great variation in size and weight of hay bales, and the marked change in weight after the hay is baled, would make observance of the law practically impossible. Some markets demand a small bale and others a large, with ties varying in number from two to five. A bale which conformed to the law when it left the machine might, in a short time, make the owner liable to the full penalty of the law by natural shrinkage. As well might we try to make a standard weight for a cake of ice, without regard to the sizes of the ice boxes or the effect of old Sol.

Though this particular hay bill has little prospect of becoming the law of the state, it opens up an avenue of disquieting possibilities for the hay trade, and the prospect of an avalanche of proposed legislation such as the grain trade has faced this past year.

## THE LAW OF WAREHOUSEMEN

AFTER a year of trial the Public Utilities Law of Illinois has been found to impose an unjust burden on the small grain operators of the state. In the House of Representatives a bill has been introduced amending the law by exempting elevators in towns of 10,000 population or less from the provisions of the law, which require all public warehouses, i. e., elevators which make a charge for storing grain whether the grain is kept separate or not, to make reports yearly or monthly, in a certain form, to hold their books open to public inspection, and to have a uniform system of accounting.

The way the law has worked out is this: The smaller houses have found it impossible to comply with these bookkeeping requirements, "red tape" as it is called, which would require additional help in the office, and so they have not required a compensation for the storage of grain. As many of them have not facilities for free storage, even if it were good practice, which it is not, it has necessitated immediate shipment of all grain received. This year particularly it has meant a loss of thousands of

dollars to Illinois farmers, and a corresponding gain to the terminal elevators, which realized on the sensational upturns.

Whether the exemptions should be based upon population, as is suggested in the amendment, is open to question. As there are only 32 cities in Illinois (1910 census) which have a population of over 10,000, and as many houses in smaller towns are better equipped to comply with the law than some in the larger cities, it would seem that the capacity of the elevator, rather than the size of the town, would be the logical basis for division.

## FAIR PLAY

IN a recent address before a grain association, F. C. Maegly, Assistant General Freight Agent of the Santa Fe, speaking for the railroads, suggested that shippers of grain give to the agent of the road a memorandum of the terms of sale so far as they refer to weight, loading or unloading. This information in the hands of the railroads might well be valuable in tracing causes for difference of loading and unloading weights, particularly, as was suggested, if the shipper made it a practice to overstate the loading weight. In the hands of a skillful railroad lawyer this information might serve another and less worthy purpose, but where the transaction was performed in good faith by all concerned the information might be made very useful to the whole trade.

But there is another side to the question. If the railroads receive this confidence of the shippers, would it not be fair for the trade to expect as much from the roads? If the shippers give the terms of sale, let the railroads give the record of the car in transit. There is a suspicion, supported by considerable evidence, that many cars, received and reported in good condition, are repaired or coopered in transit after a leak has been discovered, and without a notice being given of such repair. While some railroads are striving to keep faith with the public, the faith of the public in railroads as a class is conspicuous by its absence. This lack of faith has arisen from just such practices as is mentioned here. Let the railroads do their part in co-operation and they will find the shippers eager to contribute their share, but until a frank disposition to play square is shown, these suggestions from the roads will be received with reserve if not suspicion.

An Italian dispatch informs us that England has purchased the entire Argentine wheat surplus for 1916. The Argentine surplus is normally something over 100,000,000 bushels. The operator who would attempt to corner this amount before the wheat was planted would stand a fair chance of getting a squeeze that would make a grizzly bear hug seem like a lover's caress.

John H. Bernhard, the inland waterway enthusiast, has made an offer to build a warehouse at St. Louis and equip a line of self-propelled barges, operating between that city and New Orleans. If this and other waterway projects were actually brought into being we would not have so many increased freight rate hearings.



## EDITORIAL MENTION

Germany assures this country that imported grain will only be used as food for civilians. Tweedledee and Tweedledum have nothing on American wheat in a German granary.

Food Commissioner Barney, of Iowa, has ruled that baled hay is a package food and must be so labeled. Thus the final distinction between hay and shredded wheat biscuit has been overcome.

A farmer in Indiana recently brought suit against purveyors of seed which he bought for hemp and which turned out to be bird seed. Even the 100 acres of bird seed did not start the farmer to singing.

When it comes to quality grain we must take off our hats to Saskatchewan, Canada. The world's highest awards in both wheat and oats for the last three years have gone to the Saskatoon district across the border.

The champion corn husker of Michigan threatens to go on the stage with a husking act. Why couldn't some elevator man work up a champion wheat cleaner or oats clipping stunt? It would meet with about the same breathless interest.

The result of the wheat and flour price inquiry by the Government has shown us one thing at least, that there are as many uninformed and unscrupulous newspaper editors, who talk at random for effect, as there are politicians.

The North Dakota legislature has turned down the bill, fostered by the Equity Co-operative Exchange, of St. Paul, Minn., to build a terminal elevator in that city. The E. C. E. failed to put it over in spite of the threats of political extinction for all who voted against the measure.

The Steenerson Bill provides that all interstate commerce cases involving less than \$1,000 shall be taken from the United States Court of Claims and be put under the jurisdiction of local, county or state courts. This will allow shippers to settle small claims at home and at nominal cost.

The protests by grain shippers against the advance of five cents on Eastern grain rates from Buffalo have proved unavailing. The Interstate Commerce Commission refused to suspend the increase order. The railroads are certainly making hay by the sun of the Commission's good will.

The Boston Chamber of Commerce has appointed a committee to study the Moss Grain Grades Act, and make recommendations on the matter. The Moss bill has been before Congress now for nearly a year and one would suppose that most chambers of commerce in the country would be fairly familiar with its provisions. But we cannot forget that Boston once held a certain tea party, and so our veneration

for the metropolis is unabated in spite of its backwardness and beans.

On March 5 the Wisconsin assembly endorsed the Vlint resolution permitting the state to own and operate grain warehouses and elevators. There was one oversight. They failed to provide for another commission to oversee the business.

The famous 101 Ranch-Wild West Shows will have to ride the bucking bronchos to good purpose if they make more money than the old ranch does at home in Oklahoma. The proprietors recently sold 400,000 bushels of wheat at \$1.40 per bushel.

Why don't the Daughters of the Revolution in this country get up a relief train for the suffering Daughters of the Revolution in Mexico? In that way the United States could show its absolute neutrality, for every woman in the southern republic (Mex.) would qualify.

The news that Argentina is about to ship 4,200,000 tons of wheat has not upset the markets of this country. There is the little matter of ocean carriers to be considered. At the present time idle freighters are not numerous in any port, much less in those of South America.

The anxious eyes of the grain world have been centered on the Dardanelles for the past three months, while the proposed Archangel shipments did not cause a flutter. The natural channels of trade, even under unnatural circumstances, are, after all, the paths over which grain must move.

The public warehouse bill of Nebraska receives a jolt every time it comes up for discussion among the farmers of the state. As the farmers' vote is the determining power behind the legislature of that commonwealth, it appears that the bill has as much chance as the well known celluloid dog.

The annual report of the State Warehouse Commission of Missouri shows that \$112,546 was collected in fees from shippers, of which \$95,949 was paid out in salaries. The state pays out in addition about \$95,000 per year for the service, which shows economical management as political service goes.

The German order confiscating all grain supplies in the empire for distribution by the government has taken grain products from the conditional contraband list and made them absolute. This puts the Belgians to more suffering, for it is doubted if even relief ships will be allowed to go to that country.

The American Railway Association reported on the number of idle freight cars in the country on February 1. The previous report was on November 1, when 192 roads, operating 2,203,414 cars, reported 170,096 idle. In February only 159 roads reported. Out of their 1,854,150 cars, 226,641 were idle. If the same number of roads had reported as in November, it is estimated that the number of idle cars last month would have been 276,641, or over 100,-

000 more idle cars than in the fall. A great many of these are said to be coal cars in the west. It appears that the "Buy It Now" movement needs boosting.

Any operator in Michigan who pays more for grain at one station than he does at another, freight differences considered, will be liable to a fine of \$500 or to imprisonment, if House Bill No. 98 is passed by the assembly. Nothing is said about grades, nor any other conditions of purchase. This is aimed at a real abuse, but the aim is poor.

As usual the Senate has stricken the appropriation for free seed distribution from the Agricultural Appropriation Bill. As usual the item will be returned to the bill in conference, and as usual our generous representatives will distribute the \$400,000 worth to their constituents, waiting in palpitating eagerness for the usual petunias and phlox.

Flour in this country costs \$1.12 less per 100 pounds than it does in England and yet bread in London and Liverpool is sold for just half what it brings in New York and Chicago. The lower cost of flour in this country lets out the grain trade and the millers. Somewhere between the miller and the consumer there seems to be a considerable rake-off for some one.

Many farmers will be required to file income schedules this year, and many of those who thought they earned more than \$4,000 will be surprised to find how those earnings shrink when proper accounting methods are applied to their accounts. The average farmer is still the poorest paid laborer in the country considering the hours of toil and the amount of money invested.

It seems to be in order for journals at this time to survey the possible timber for presidential nomination. We present the name of Mr. Farr, of Pennsylvania, who introduced a bill in Congress to place an embargo on grain exports. We present the name at this time, as it seems to be our last chance, for the opening of the Dardanelles will retire Mr. Farr permanently from the limelight.

Wisconsin solons on the hunt for revenue are still trailing the anise-seed bag. At the present time all grain which is in storage on May 1 is taxed at whatever rate may prevail in the town in which the grain is stored. A bill has been introduced in the legislature to fix a tax of a half mill per bushel on all the grain handled during the year by all elevators. This is not a tax on grain, but on the industry and the efficiency of the operator.

The foot-and-mouth disease, which so seriously affected shippers of hay and grain in some sections, is now well on the way toward eradication. The measures for combating the malady have been drastic, but wholly justified. When this country faces a real crisis it has never failed. It is only in the near-crises that we put our foot in it, and cry the loudest. Which is another form of foot-and-mouth disease that ought to be eradicated.





T. A. GRIER  
Peoria.

# NEWS OF THE TERMINAL MARKETS



W. N. ECKHARDT  
Chicago.

## WHEAT ON SOLID BASIS

"The peace bears should bear in mind that interior European supplies are scant and would undoubtedly lead to ultimate extensive buying of our wheat. Peace is not an exclusively bearish proposition, except probably for immediate effect"—says Southworth & Co., Toledo, in letter, March 10.

## OFFICERS DETROIT BOARD OF TRADE

The officers recently elected to serve the Detroit Board of Trade for the coming year are: President, Harry B. Simmons; first vice-president, C. R. Huston; second vice-president, Theo. W. Swift. Directors—F. Wm. Lichtenberg, Lynn Hobart, Frank T. Coughy, K. P. Kimball, Robt. L. Hughes, Geo. Beck, Arthur S. Dumont, Fred W. Blinn.

## LARGE EXPORTS FROM BALTIMORE

During the month of February the shipments of grain from Baltimore, Md., aggregated 2,147,737 bushels of wheat, 3,706,520 bushels of corn, 3,285,416 bushels of oats, 1,217,470 bushels of rye and 505,240 bushels of barley, or a total of 10,862,383 bushels. This is very close to the clearances of grain last September when they were the largest in the history of the port.

## A LIVELY ACTOR

"Corn has heretofore had a habit of doing unexpected things, especially after the weakness that most always comes in the late Winter or early Spring. We have had certainly a period of that kind of weakness in corn—now that reactions come more easily from the low points recently touched, corn is likely to get back gradually to its natural position as regards other grains."—T. A. Grier & Co., Peoria, Ill., letter, March 12.

## NEW FACTORS AWAITED

"The May wheat future seems to be almost altogether a merchandising affair, responding to the strength of the cash article while the July exhibits less response, being affected by the expectation of another very large crop; then, there is the political situation abroad with the possibility of unexpected developments, all of which tends to obscure the tendency of prices so that at the moment it looks as though the market would back and fill until something vital occurs to supply a definite trend."—Ware & Leland, Chicago. From letter of March 12.

## DON'T SHIP BAG LOTS WITH BULK GRAIN

Somers, Jones & Co., of Chicago, have a very good message to country shippers in the following:

"A word to country shippers on shipments of less than carload lots of bag seed or grain. These should always be shipped by way freight, which will land the shipment in local freight houses, near the center of the city, where hauling charges by teams are at a minimum.

"Small bag lots should never be shipped in the same car with bulk grain, as it is impossible to handle without extra charge at the Chicago end.

"Bulk grain is held on the receiving tracks for inspection, generally from ten to twenty miles out of the city, and it requires an extra switch or extremely heavy cartage charge to haul the bag stuff to destination, the grain almost invariably going in other directions.

"Bag lots in with bulk loads generally hurt the sale of the bulk grain. We have seen the grain

in such loads discounted 3 to 5 per cent per bushel, as buyers would not handle except at a big inducement in the price because of the extra trouble in handling."

## JOSEPH WILD

One day "Nolly" Goldsmith, conversing with Doctor Samuel Johnson, eminent author of the *Dictionary* and *Rasselas*, said: "Doctor, if you were writing a story in which little fishes were speaking you would make them talk like whales." All of which was both witty and true; for the doctor was ponderous in intellect, ponderous in his writings, ponderously rolling in his speech and gait.

Like Doctor Johnson, Joseph Wild is an Englishman. He is also a writer; likewise perhaps some-



JOSEPH WILD

what ponderous and rolling in his gait. But here the analogy ceases. Mr. Wild would make little fishes talk like infantile pisces or amphibians as the case might be. He could even go further. He would make the action suit the word, the word the action, so that the thought he wished to convey would be as clear and transparent as a globe of water trembling from a leaf in the ecstasy of greeting the sun as it kisses the morning dew. Readers of market gossip a few years ago, shortly after Mr. Wild went with E. W. Wagner & Co. of Chicago, were surprised to see a new word in market nomenclature, "resiliency." We, upon seeing it, hastened to our dictionary to find it was typical of the emotion or movement we displayed when, once long ago, we overstayed the time limit set by the girl's father and were suddenly urged outward and homeward bound. The word is of common usage today, however, and buyers rejoice to see the market display a resilient tendency after a temporary setback.

Mr. Wild was born in Oldham, Lancashire County, England, within 40 miles of Liverpool. He came

to this country in 1893 and was first engaged in advertisement writing, newspaper circulation and book publishing in Chicago and Milwaukee. He has always been a writer and student of affairs. He identified himself more particularly with the grain news of Chicago in 1901, going with the Wagner house in 1907, and now edits the "Wagner" letter, having an unusually large circulation in the West, compiles crop estimates, crop reports, together with statistical estimates on world and domestic crops, besides handling a great deal of the firm's correspondence.

September 9, 1913, he started on a trip through Canada, England and France, setting forth after his return his impressions in a brochure which was extensively quoted and subjected to much favorable comment. The picture shown was taken in Mr. Wild's private office in E. W. Wagner & Co.'s offices in the Board of Trade Building, Chicago.

Mr. Wild likes to dispense information. He is a ready talker and a willing listener. He doesn't impress one so much as a man knowing everything, as one who knows what he is talking about. The wise man who imparts his information, at once moves to the same plane as those who receive and retain it. Therefore Mr. Wild holds to a universal kinship. For the spring of his endeavors, constantly bubbling from its many sources, is sent outward and onward, illuminating and clarifying the grain trade, and assisting farmers and transporters, handlers and consumers, to a right estimate of the value of their product.

## THE OATS SITUATION

In their March letter, Clement, Curtis & Co., of Chicago, say as follows:

"More than usual importance attaches to the reserves of grain this Spring—the large exports of wheat and revival of exports of corn and oats have cut deeply into the supply. While there is no fear or present danger of a shortage in the coarse grains to the serious curtailment of domestic needs, there has been a suggestion for some months that our unusual heavy exports of wheat will in the latter end of the season, bring exhaustion of home supplies. The farm reserves will be interpreted both ways, as the mental attitude of the individual directs. Farm reserves are only a portion of the actual reserves of wheat—there are unknown reserves—such as holdings of grain in elevators and mills not counted in trade reports, the quantities of flour in wholesale and retail establishments. If we should be dependent upon the wheat remaining in the hands of farmers we would be always face to face with famine. Reserves of corn and oats are more readily applicable to forecasting, as these two grains are largely fed on the farms where produced.

"Oats reserve as reported to us are much smaller than usually, and no doubt the government returns will show a small reserve. The revival of an export business following the war brought the grain into an unusual price position, and ever since last fall the producer has been receiving a very high price for his product, and he has been marketing more freely than the previous season. The receipts at the primary markets have been thus far 50,000,000 bushels more than a year ago, from a crop only 20,000,000 larger, and with a small carryover last August. The exports have equaled the excess receipts. On the other hand consumption has lessened, the primary markets showing about 50



per cent less retained for consumption than the previous year. This may be due to the increasing use of motor-driven trucks and the disappearance of the horse from pleasure driving in the cities. The effect has been to hold the supplies at a high figure. Thus far there has been no let up in the comparative receipts of oats, though other grains are showing the effect of diminishing supplies, in lessened primary receipts."

## LOOK TO JULY

"July wheat is evidently destined to be the great speculative wheat future of 1915. Russia is, of course, the one and only country with liberal grain export reserves. The export surpluses of the other wheat nations (India excepted) should be swept away when June and July arrive. The Russian surplus has apparently a greater coming influence on our July and September wheat, corn and oats than on our May grains."—From the "Wagner Letter," March 15.

## SAFETY FIRST

After one of the severe market breaks recently, J. F. Zahm & Co. of Toledo have the following to say in the Red Letter: "Today's break shows why brokers require a larger margin on trades in futures. And the house that insists on a war margin is a stronger one than the house that simply lets one trade on a big scale and without proper protection." Also the house that insists upon a good, reliable margin is making its customers' interests safer in that it tends to repress wild speculation which some would be inclined to indulge in, still further adding to a wild market, if the customer was speculating with the other man's money.

## WHERE ARE THE WHEAT FARM RESERVES?

"Put on your glasses. Examine the figures. Kansas has thirty millions, a fifth of the total and twenty millions more than a year ago. Oklahoma has a trifle less than five millions and 3,400,000 more than a year ago. It agrees with the state report. Ohio has eight millions, two less than year ago. Indiana and Illinois each have million less; Missouri same. Nebraska three less and Michigan one more. Minnesota shows the greatest shortage, having only ten millions against twenty a year ago. Dakotas have about the same as a year ago. Washington and Oregon have 6,800,000 against 8,100,000 bushels a year ago. Kentucky, Tennessee and Texas have same as a year ago. Farm reserves do not include stocks in second hands."—C. A. King & Co., Toledo letter, March 10.

## VORWAERTS, IMMER VORWAERTS

The German motto, "Forward, ever forward," is a splendid device for adoption and one evidently taken to heart by the Indianapolis Board of Trade and its members. This exchange embraces in its membership a number of progressive, live members always looking forward to the interests of the Board and as well that of the many dealers who do business in that market.

This "looking forward movement," as it might be termed, has just shown itself again by the inauguration of a trading room. It is on the seventh floor of the Board of Trade Building and is equipped with ten tables, with blackboard for quotations, and telegraph service. William H. Howard, secretary of the Board of Trade, acted as auctioneer the first month, and R. C. Davis is doorkeeper.

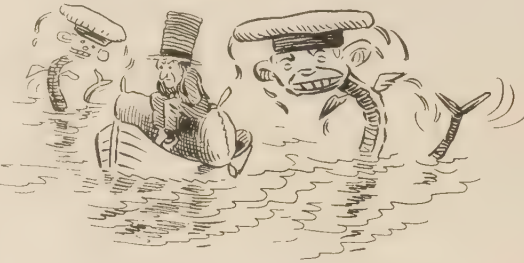
Bert A. Boyd, president of the Board, commenting on the new feature in February letter, said:

"The unprecedented growth of Indianapolis as a grain center is now more fully appreciated than ever before. Buyers from other markets, wide awake to the advantages offered due to the most excellent shipping facilities, have been induced to locate here. To meet the growing demand for expediting the increased volume of trade, a trading room was today opened on our Board. In future all inspectors' samples will be delivered to receivers' tables there, where buyers and sellers will meet daily from 11 a. m. to 2 p. m. for trading. We extend a hearty welcome to you to inspect our

Exchange and if you will call at our office when in the city we will be pleased to show you through."

## THE UNHAPPY SHORT

The allies fill the Dardanelles,  
With gunboats, torpedoes and shells,  
And Sherman's several kinds of hells—  
I'm nervous!



The Government says the March reserve  
Will be about enough to serve—  
Seems things should take a downward curve—  
I'm excited!



And yet today the market went,  
As though to fleecy cloudland bent,  
And left me here without a cent—  
I'm broke!



## A LOOK AHEAD

"The European belligerents, the big importing countries, are reported making far reaching preparations for their crops for the coming season. Cereal acreages at home and in the colonies are being increased to an unprecedented extent and there is little doubt that, with reasonably good crop results, the different countries will become more nearly self-sustaining than in years. Should our own country again raise big crops on enormously increased acreages, we will no doubt have a great surplus of grain to sell and low prices. Under the circumstances, we feel that holders of grain of all kinds should sell soon. There is too much chance for a lower level of values later on"—say Somers, Jones & Co., Chicago, in letter, March 12.

## NEW YORK EXPORT OUTLOOK

The situation in New York during the early part of the month should continue to effect values. L. W. Forbell & Co. have the following to say in letter of early part of second week of the month:

"The course of the market during the week was very irregular, at times showing considerable strength and frequently extreme weakness. Large sales for export were reported, but were without effect in holding values, when general liquidation of all grains was in progress. It is estimated that there are about fifteen million bushels now sold for export that are yet to be cleared. Assuming this to be approximately correct, the visible supply should soon show decreases of such liberal amounts as to have a decided bearing on future values. The demand for domestic purposes in the Eastern territory continues disappointing.

"The market has been in an excited state during

the entire week, being adversely affected by the Dardanelles operations and a repetition of peace rumors, which so far have lacked confirmation. The Middle West sold freely of No. 2 red wheat, but offerings now are much smaller and premiums have advanced from 7 cents over to 10 cents over Chicago May for prompt shipment."

## CHANGES IN MEMBERSHIP

**Baltimore.**—New members of the Chamber of Commerce during the past month, as reported by Secretary James F. Hessong, are Stuart Egerton, Wm. A. House and Wm. F. Walker. The membership of John M. Frisch (Deceased) and Samuel W. Lippincott were transferred.

**Chicago.**—Secretary J. C. F. Merrill reports the following new members of the Board of Trade: Edw. J. Best, Edwin A. Bowles, T. A. Fritze, Jr., Wm. E. Neiler, Harry H. Lobdell, Wm. H. Vansanti, A. E. Bryant, Jos. S. Tomenson, Walter J. Kemp, Geo. H. Clearman, Henry Stimper, Theodore Ledhmayr, John J. Keller. The memberships of the following were transferred: Robert F. Munro, Gordon B. Beil, Landon C. Rose, Est. of T. T. Cole, O. T. Wilson, Edw. J. Kriege, Est. of H. E. Rycroft, Est. of R. T. Cummings, Frank Luckman, Earl G. Rapp, I. D. Updike, Martin Kennedy, Chas. H. Wacker.

**Duluth.**—W. D. Gregory was admitted to membership and A. F. Bunner withdrew from membership in the Board of Trade. Reported by Secretary Chas. F. MacDonald.

**Milwaukee.**—New members of the Chamber of Commerce are Wm. D. Sammis, James A. Gould and John B. Henning. The memberships of F. W. Haseltine, Stephen A. Dalton and Edgar G. Ayliffe were transferred. Reported by Secretary H. A. Plumb.

**Pittsburgh.**—J. C. Faloan was admitted to membership in the Grain & Hay Exchange. Reported by Supt. C. E. Burson.

## CORN AN INVESTMENT

In a special letter March 9, J. P. Griffin & Co. of Chicago had the following to say about corn:

"The rather moderate winter, low prices for live stock, the prevalence of the hoof-and-mouth disease, and numerous other conditions has led to the belief that the farm consumption of corn was sub-normal. The trade has allowed itself to be deluded into this belief despite the fact that government figures show farm animals to exceed those of a year ago by nearly seven million head.

"The farm reserve of corn, as indicated in yesterday's report, is nine hundred and ten millions against eight hundred and sixty-six millions one year ago; in other words, an excess for the present year of forty-four millions. This compares with a five-year average of one billion and thirty-six million. The percentage of farm reserves back in first hands (34.1 per cent) is about the lowest on record. In comparing this excess of forty-four millions in farm reserves above that of a year ago it should be borne in mind that this year's production of corn exceeded that of the year previous by two hundred and twenty-six millions.

"The distribution of this surplus is also worthy of serious consideration. Kansas, Nebraska, Missouri and Oklahoma farm reserves for 1915 show an excess of about eighty-two millions above a year ago. Aside from these four states, the remainder of the country actually has thirty-eight millions less corn than one year ago in the face of a crop of two hundred and twenty-six million bushels greater.

"This government report explodes the theory that the country is full of corn, and likewise it dissipates the general impression that farm consumption has been sub-normal. The consumption for the four months ending March 1 shows a large increase over the corresponding period of a year ago. Should the consumption for the remainder of this crop year show a similar increase over last year the reserves of corn are not burdensome, but rather, really at the danger point.

"The present price of corn represents little, if any, of the war influence. Today we are exporting corn whereas a year ago we were on an import basis. The reserves of oats are much less than the



preceding year, and wheat, barley and other grains which were substituted for corn in 1914 are selling at such prohibitive prices that such a thing is not possible today. The termination of the war would not be bearish on corn, as such an event would permit the free marketing with Germany, Austria and other countries who really are the largest foreign buyers of our corn. It is our firm judgment that present values represent no inflation; in fact, we are confident that investments in corn at the present level will prove most profitable."

## TERMINAL NOTES

E. L. Glaser, president of Rosenbaum Brothers, Chicago, left with his family early in March for a month's visit at White Sulphur Springs, Va.

The Board of Trade Building at Omaha, Neb., suffered a loss estimated at \$100,000 from fire recently. The three upper stories of the building were entirely destroyed.

The Imperial Corn Product Company has succeeded the LaFayette Hominy Mill Company of LaFayette, Ind. The company operated a mill of capacity of 3,000 bushels of corn.

James C. Fallis, formerly connected with the grain trade of St. Louis, Mo., for a number of years, has been appointed assistant grain inspector under Chief E. H. Culver in the Toledo market.

Finley Barrell & Co., grain and stock brokers of Chicago and New York, have established a private wire at Baltimore, Md., with Dennis & Co., as their Baltimore correspondents.

E. J. McCormick, formerly with the Pillsbury-Washburn Flour Mills Company of Minneapolis, Minn., is now with Walters Brothers of Chicago, and will travel for them in Iowa and Wisconsin.

The Morris Grain Company of Baltimore, Md., shipped the largest cargo of oats, the latter part of February, which ever left that port. It amounted to 545,491 bushels and was destined for Marseilles, France.

Edward Plagge, who has been confined to his home from rheumatism the past two months and who represents Carhart, Code, Harwood Company of Ohio, started on a trip March 15 through Illinois territory.

H. F. Miller, well known among Illinois dealers and the West, will represent Ware & Leland of Chicago in Northern Illinois and Iowa after April 1. Mr. Miller has been for the past 10 years with Requa Brothers.

The Smith Hamilton Grain Company of Bloomington, Ill., has been organized with a capital stock of \$10,000 to carry on a general grain business. The incorporators are James H. Hamilton, George A. Smith, Mabel L. Hamilton.

At a recent meeting of the Wisconsin Grain and Warehouse Commission at Superior, Wis., Edward McKinnon was elected secretary-treasurer and James E. Kernan, chairman. The other member of the commission is R. J. Nye.

Earle Combs, head of the cash grain department of J. C. Shaffer & Co., Chicago, left that city with his family on March 13 for a month's tour in California, during which he will visit both the San Diego and San Francisco expositions.

A great many will be indebted to Capt. I. P. Rumsey, president of Rumsey & Co., of Chicago, for having reprinted the address of Emery A. Storrs, delivered at the dedication of the new Board of Trade Building of the city of Chicago, April 29, thirty years ago. Opposite the title page Capt. Rumsey has added a few reminiscences of his connection with the Board, as well as of his war record, which was a most honored one. On returning to Chicago at the expiration of his battery's enlistment, he re-entered the commission business and has been a member of the Board since 1859. Capt. Rumsey was elected a director of the Board in 1870, serving through the Big Fire in 1871, the burning of the building of the Board at the corner of Washington and La Salle streets, and its rebuilding on its present site. Thirty years later,

in 1900, he was again elected a director, serving three years, and is now the only member of the Board who was in the commission business before the Civil War and is still active, with a son to follow.

E. A. Mowery, who has been manager of the Hutchinson Grain Company of Hutchinson, Kan., for about four years, has purchased the interest of J. N. and E. W. Hinshaw in the business. It will be continued without change in room 802 Rorabaugh-Wiley Building.

Lamson Bros. & Co., of Chicago, are making a number of changes in their offices in the Board of Trade Building in the room occupied by the cash grain department. The new arrangements will add to their facilities for handling cash grain. George E. Booth is manager of this department.

Edw. E. Delp of the E. E. Delp Grain Company of Philadelphia, Pa., and Bourbon, Ind., spent a few days of the middle of March in Chicago. He reports the distribution of car lot business very light without showing much tendency to get better. His firm, however, has been doing a good business on export grain.

The Miami Commission & Commercial Company has been organized at Miami, Fla., to carry on a general brokerage business, which includes both coarse and small grains and farm products. The capital stock is \$10,000. The incorporators are Walter Welch, Jr., and L. I. Welch of Miami, and L. R. Pinnell of Jacksonville.

E. H. Richter, of the Richter Grain Company, Cincinnati, Ohio, passed through Chicago with his wife on March 2 on his way home from a visit to California and the two large expositions held there this year. Mr. Richter stated that California could never woo him from the state of Ohio and that he was glad to get back home again.

Fred M. Bennett, well known grain broker on the New York Produce Exchange is now representing Lamson Bros. & Co., of Chicago, in that market and taking the place of George Clearman who has left for Chicago where he has become a member of the Chicago Board of Trade and will act as salesman for Lamson Bros. & Co., on 'Change.

William Simons, president of the Sawers Grain Company of Chicago, Ill., was made acquainted with the news on February 28 that he was the father of a 9-pound girl. If it could be possible he was more congenial than usual that morning on 'Change and was showered with congratulations by his friends when they learned the news.

W. H. Axtater, with Nye & Jenks Grain Company of Chicago, recently made returns of \$2,831.72 on payment for one car of wheat shipped by the Glasgow Milling Company of Glasgow, Mo. This is something of a record for one car of wheat, but prices have been running very high on carload shipments of wheat for some time recently.

The grain committee to serve the Louisville Board of Trade the coming year is announced as follows: H. H. Bingham, chairman; Alfred Brandeis, G. Breaux Ballard, F. N. Hartwell, F. W. Lund, G. C. Dickson, A. C. Schuff, W. A. Thomas, C. A. Edinger, C. M. Bullett, Thos. E. Williams, R. Lee Callahan, Henry Fruechtenicht, L. C. Ewing, John Raidt.

W. H. Perrine & Co. of Chicago have outgrown their old quarters in the Postal Telegraph building and are furnishing an elaborate suite of offices on the third floor opposite the old location. They will be installed in their new headquarters about April 1. W. H. Perrine, head of the firm is now in Florida but is expected home in time to see the new offices inaugurated.

The Board of Directors of the Peoria Board of Trade of Peoria, Ill., held a special meeting early in March and appointed the following committees to arrange for the meeting of the Grain Dealers' National Association to be held next October: General and Executive Committee—A. G. Tyng, C. C. Miles, and T. A. Grier. Finance Committee—Peter Case, Adolph Woolner, Louis Mueller and T. J. Pursely.

## RECEIPTS AND SHIPMENTS

Following are the receipts and shipments of grain, etc., at leading terminal markets in the United States, for the month of February, 1915:

BALTIMORE—Reported by Jas. B. Hesson, secretary of the Chamber of Commerce:			
Receipts—		Shipments—	
Articles.	1915.	1915.	1914.
Wheat, bus....	2,337,144	750,422	2,414,301
Corn, bus....	4,088,646	283,467	4,099,536
Oats, bus....	4,038,583	156,876	4,046,907
Barley, bus....	402,338	2,427	499,996
Rye, bus....	1,238,247	166,336	1,217,478
Hay, tons....	5,180	2,837	797
Flour, bbls....	100,877	105,705	85,310

CHICAGO—Reported by J. C. F. Merrill, secretary of the Board of Trade:			
Receipts—		Shipments—	
Articles.	1915.	1915.	1914.
Wheat, bus....	5,066,000	3,314,000	5,042,000
Corn, bus....	9,411,000	8,401,000	8,691,000
Oats, bus....	10,516,000	6,594,000	9,905,000
Barley, bus....	2,323,000	2,015,000	1,189,000
Rye, bus....	216,000	233,000	275,000
Timothy seed, lbs....	3,087,000	1,763,000	1,877,000
Clover sd., lbs....	1,993,000	418,000	1,383,000
Other grass seed, lbs....	1,814,000	1,048,000	1,072,000
Flax sd., bus....	21,000	20,000	1,000
Br'm corn, lbs....	1,869,000	1,172,000	2,797,000
Hay, tons....	30,775	31,954	9,200
Flour, bbls....	747,000	945,000	537,000

CINCINNATI—Reported by W. C. Culkins, superintendent of the Chamber of Commerce:			
Receipts—		Shipments—	
Articles.	1915.	1915.	1914.
Wheat, bus....	172,552	182,309	128,134
Corn, bus....	761,184	926,721	634,068
Oats, bus....	281,358	352,810	321,431
Barley, bus....	42,825	37,100	5,741
Rye, bus....	38,776	56,000	10,833
Timothy seed, lbs....	719	3,241	3,125
Clover sd., lbs....	8,808	5,460	9,213
Other grass seed, lbs....	13,198	12,687	12,154
Flax sd., bus....	100	38	195
Br'm corn, lbs....	220,469	120,218	25,138
Hay, tons....	17,757	25,575	15,505
Flour, bbls....	127,325	116,025	88,417

CLEVELAND—Reported by M. A. Havens, secretary of the Chamber of Commerce:			
Receipts—		Shipments—	
Articles.	1915.	1915.	1914.
Wheat, bus....	87,885	26,093	13,853
Corn, bus....	571,309	389,297	133,130
Oats, bus....	416,972	321,837	110,079
Barley, bus....	5,111	3,331	5,741
Rye and other cereals....	4,564	6,321	71
Hay, tons....	2,683	4,862	21
Flour, bbls....	72,569	51,233	4,388

DETROIT—Reported by M. S. Donovan, secretary of the Board of Trade:			
Receipts—		Shipments—	
Articles.	1915.	1915.	1914.
Wheat, bus....	233,000	47,000	230,000
Corn, bus....	428,000	345,000	398,000
Oats, bus....	254,000	265,000	109,000
Rye, bus....	19,000	21,000	23,000
Flour, bbls....	33,200	24,000	28,000

DULUTH—Reported by Chas. F. MacDonald, secretary of the Board of Trade:			
Receipts—		Shipments—	
Articles.	1915.	1915.	1914.
Wheat, domestic, bus....	1,461,531	444,387	637,825
Wheat, bonded, bus....	265,145	167,656	189,582
Corn, bus....	524,781	23,096	253
Oats, domestic, bus....	636,402	63,966	47,817
Oats, bonded, bus....	16,551	66,048	23,695
Barley, domestic, bus....	357,499	49,641	141,289
Barley, bonded, bus....	20,104	8,816	18,732
Rye, bus....	61,211	9,874	41,974
Flax, domestic, bus....	92,352	62,115	7,723
Flax, bonded, bus....	1,696	2,067	9,927

KANSAS CITY—Reported by E. D. Bikelow, secretary of the Board of Trade:			
Receipts—		Shipments—	
Articles.	1915.	1915.	1914.
Wheat, bus....	1,985,150	1,848,150	4,101,300
Corn, bus....	3,432,500	2,626,250	1,216,250
Oats, bus....	729,300	727,600	658,500
Barley, bus....	100,800	21,009	107,800
Rye, bus....	27,500	13,200	40,700
Kaffir corn, bus....	618,200	71,503	310,000
Flaxseed, bus....	7,000	1,000	6,000
Hay, tons....	35,016	19,284	7,308
Flour, bbls....	11,750	11,250	170,500

MILWAUKEE—Reported by H. A. Plumb, secretary of the Chamber of Commerce:			
Receipts—		Shipments—	
Articles.	1915.	1915.	1914.
Wheat, bus....	406,250	229,075	197,903
Corn, bus....	1,785,000	1,275,000	2,671,829
Oats, bus....	2,369,300	1,117,200	1,848,700
Barley, bus....	1,699,920	1,319,280	607,237
Rye, bus....	223,020	202,030	283,597
Timothy seed, lbs....	309,250	141,430	353,193
Clover sd., lbs....	944,843	174,165	1,003,432
Flaxseed, bus....	53,240	58,080	.....
Hay, tons....	3,048	1,836	1,396
Flour, bbls....	155,610	184,810	193,540

MINNEAPOLIS—Reported by H. W. Moore, statistician, secretary of the Chamber of Commerce:			
Receipts—		Shipments—	
Articles.	1915.	1915.	1914.
Wheat, bus....	6,851,830	8,754,330	4,612,400
Corn, bus....	1,761,320	1,005,870	1,970,460
Oats, bus....	1,640,160	1,069,640	2,226,640
Barley, bus....	2,230,980	1,691,500	2,342,890
Rye, bus....	348,300	257,220	264,610
Flaxseed, bus....	443,200	478,380	56,030
Hay, tons....	2,870	2,880	200
Flour, bbls....	99,681	66,916	1,550,291



**NEW YORK CITY**—Reported by H. Heinzer, statistician, secretary of the Produce Exchange:

Articles.	Receipts		Shipments	
	1915.	1914.	1915.	1914.
Wheat, bus....	6,972,620	.....	7,887,943	.....
Corn, bus....	1,640,800	.....	1,174,888	.....
Oats, bus....	2,278,300	.....	999,438	.....
Barley, bus....	267,875	.....	270,916	.....
Rye, bus....	116,250	.....	.....	.....
Timothy seed, bags	.....	.....	2,973	.....
Clover sd., bgs.	3,467	.....	5,827	.....
Flaxseed, bus.	96,200	.....	.....	.....
Hay, bales....	25,184	.....	11,768	.....
Flour, bbls....	1,180,865	.....	659,482	.....

**PEORIA**—Reported by John R. Lofgren, secretary of the Board of Trade:

Articles.	Receipts		Shipments	
	1915.	1914.	1915.	1914.
Wheat, bus....	368,000	157,000	337,000	147,466
Corn, bus....	1,232,100	2,079,000	363,050	818,759
Oats, bus....	552,500	550,200	626,300	971,200
Barley, bus....	149,800	209,225	93,875	110,917
Rye, bus....	20,400	20,400	10,800	16,800
Millfeed, tons	5,622	6,668	14,523	9,078
Seeds, lbs....	90,000	810,000	.....	270,000
Broom cn., lbs.	45,000	90,000	45,000	60,000
Hay, tons....	2,415	2,770	3,079	1,300
Flour, bbls....	345,100	186,600	322,470	205,566

**PHILADELPHIA**—Reported by A. B. Clemmer, secretary of the Commercial Exchange:

Articles.	Receipts		Shipments	
	1915.	1914.	1915.	1914.
Wheat, bus....	2,843,911	726,762	2,166,010	896,644
Corn, bus....	1,003,530	234,071	275,290	55,714
Oats, bus....	1,499,507	810,743	396,502	100,007
Barley, bus....	32,000	1,941	42,598	.....
Rye, bus....	11,000	42,000	54,000	17,147
Clover sd., bgs.	378	.....	.....	.....
Flaxseed, bus.	.....	53,138	.....	.....
Hay, tons....	6,072	4,490	.....	.....
Flour, bbls....	127,108	150,540	229,178	37,019

**INDIANAPOLIS**—Reported by Wm. H. Howard, secretary of the Board of Trade:

Articles.	Receipts		Shipments	
	1915.	1914.	1915.	1914.
Wheat, bus....	193,000	59,000	36,000	36,000
Corn, bus....	1,445,000	1,920,000	448,000	393,000
Oats, bus....	480,000	499,000	282,000	215,000
Rye, bus....	6,000	1,000	4,000	.....
Hay, cars....	196	83	.....	.....

**OMAHA**—Reported by F. P. Manchester, secretary of the Omaha Grain Exchange:

Articles.	Receipts		Shipments	
	1915.	1914.	1915.	1914.
Wheat, bus....	478,800	1,252,800	375,600	1,214,400
Corn, bus....	1,834,800	3,915,600	3,155,900	3,692,700
Oats, bus....	637,500	1,020,000	1,054,500	1,255,500
Barley, bus....	16,800	26,000	5,000	1,000
Rye, bus....	40,700	8,000	30,000	9,000
Flour, bbls....	3,008,600	6,222,400	4,621,000	6,172,600

**ST. LOUIS**—Reported by Eugene Smith, secretary of the Merchants' Exchange:

Articles.	Receipts		Shipments	
	1915.	1914.	1915.	1914.
Wheat, bus....	1,907,400	1,462,183	2,053,170	1,593,950
Corn, bus....	2,329,200	1,699,200	1,130,540	862,440
Oats, bus....	1,658,075	1,657,500	934,410	1,502,040
Barley, bus....	113,800	212,800	13,770	22,180
Rye, bus....	30,050	2,200	15,490	18,710
Hay, tons....	25,700	18,005	17,205	13,420
Flour, bbls....	268,310	249,880	406,190	312,000

**TOLEDO**—Reported by Archibald Gassaway, secretary of the Produce Exchange:

Articles.	Receipts		Shipments	
	1915.	1914.	1915.	1914.
Wheat, bus....	527,000	222,000	473,200	378,900
Corn, bus....	460,800	560,400	288,900	310,600
Oats, bus....	316,800	134,300	286,400	117,600
Rye, bus....	11,000	5,000	12,600	8,900
Clover sd., bgs.	7,316	8,000	17,371	11,901
Alsike seed, bags	1,394	1,133	2,304	1,107
Timothy seed, bags	2,254	2,580	4,749	4,758

## TRADE NOTES

The Anglo-American Mill Company of Owensboro, Ky., manufacturers of the "Midget" Marvel Mill, recently amendde its charter, increasing its capital stock from \$200,000 to \$260,000.

J. A. Gerwen is now the superintendent of the flour mill department of Sprout, Waldron & Co., of Muncy, Pa., taking the place occupied by H. W. Gladhill, who died late in December.

A new construction firm has been formed at Des Moines, Iowa, known as Temple & Williams, which will make a specialty of building grain elevators and mill plants. Mr. Temple was formerly connected for years with the Union Iron Works of Decatur, Ill., and the new company starts out fully equipped as to capital and experience for the establishment of a growing business.

The Ellis Drier Company of Chicago was recently awarded United States Patent on grain drying, No. 1,127,974. The outstanding features of the patent are a drier composed of self-cleaning woven wire cloth frames, with a cooler of same construction placed directly beneath and involving a return air and economizing section. The utilization of a return air system which is now controlled by Ellis Drier Company enables them to guarantee a saving in steam consumption of 27½ per cent.

B. D. Heck of Sidney, Ohio, writes us that after twenty years of service with the Philip Smith Manufacturing Company of Sidney, Ohio, he tendered his resignation to take effect March 6, and regrets very much leaving the grain elevator trade as his relations with the trade have been very pleasant and he has formed a great many acquaintances and has many friends among grain dealers everywhere. Mr. Heck has been elected secretary and treasurer of the Sidney Steel Scraper Company of Sidney where he will put forth his future energy.

Stockholders of the Canadian Consolidated Rubber Company, Ltd., of Montreal, P. Q., Canada, have authorized an issue of \$1,000,000 additional preferred stock, to be allotted to present shareholders at par. The directors were also authorized to issue \$20,000 preferred stock now held in the treasury. The terms under which the new stock is to be issued stipulate that the United States Rubber Company, which owns more than a majority of the present stock outstanding, will take whatever part may not be subscribed for by the minority stockholders in addition to taking its pro rata share. The Company is the largest rubber belting firm in the Do-

minion and has equipped very many large and small elevators of Canada with its belts.

Frank J. Murphy, Southwestern representative of the Invincible Grain Cleaner Company of Silver Creek, N. Y., has removed his headquarters from the Board of Trade building, Kansas City, Mo., to 211 Postal Telegraph building.

The J. W. Linkhart Company of North Vernon, Ind., recent manufacturers of the Economy Cracked Corn Separator and Grader, informs us that it has sold the right to manufacture the machines on a royalty basis, for the United States and Canada, to A. A. Tripp and others of North Vernon. A new company will be formed with Mr. Tripp at the head which will place the machines on the market in a very broad way. Mr. Linkhart has had great success with the Economy Cracked Corn Separator and Grader, which has demonstrated its worth.

A. T. Ferrell of the well known grain cleaning manufacturing firm of A. T. Ferrell & Co., of Saginaw, Mich., recently moved into what is termed the newest, handsomest residence in that city, which contains some very beautiful homes. He celebrated at the same time the twenty-fifth anniversary of his entrance into the business of manufacturing grain and seed cleaners. Mr. Ferrell's new home attests the success which has crowned his efforts and also stands as a monument to the fact that he has made machines which have received the steady patronage of the grain buying public.

Albert Miller & Co. of Chicago are unusually large handlers of hay in the Middle West. It is their general custom to let Miller service speak for itself, but we take pleasure in publishing the following from their market letter of March 5, as it shows something of the volume of the business they handle and also the success that attends the firm which is constantly loyal to, and keenly alive to its patrons' interests. The company refers to their February business; the part alluded to reads as follows: "620 straight sales last month—one price—no car service; 495 cars sold last month to outside buyers; 90 cars sold outside so far this week; 41 cars sold outside today. Do you want a share of this outside trade? You can have it. Remember, all cars sold outside buyers are accepted here, and are sold your weights less one per cent. Immediate returns are made. We are continually extending our outside trade and will welcome your co-operation in supplying same."

## THE WAY LIGHTNING STRIKES

BY FORMAN TYLER.

**A**GAINST evidence of positive statistics we still occasionally find stubborn people who will not believe that metal rods will adequately protect buildings against lightning. Perhaps this obstinate refusal to accept the facts, which have been gathered through many years of careful investigation, arises from a long remembered grudge against the glib agent who obtained a signature to a trial "order," which turned out to be a perfectly good negotiable note which the signer had to pay at his bank after waiting in vain for his lightning rod. Not a few operators had such an experience in the good (?) old days of easy money, and the resulting prejudice is not to be wondered at.

But now that the business is in the hands of thoroughly reliable firms who have spent great sums in perfecting lightning rods in the most scientific manner, the man who fails to listen to the advice of experience and common sense is in a fair way to lose a lot of money, which could be saved by a nominal outlay for installing protection to his plant. The reports of 64 mutual fire insurance companies, operating in Ohio and Pennsylvania, show that the fire losses on rodded buildings in 1911 were \$142.31, while the losses on buildings unprotected by rods were \$107,164.35. These figures, which can be duplicated by reports from all parts of the country, plainly show that a man cannot afford to take the chance.

It is very generally supposed that the lightning rods on buildings catch the electricity as it is discharged from the clouds and conduct it to the earth, where its force is dissipated without doing any damage. This is not always so, for the rods generally carry off the current in the opposite direction, the currents of stored energy from the earth.

An electrical discharge occurs between two bodies which are charged with different kinds of electricity, positive and negative, or between bodies having the same kind but of different potential. Electricity always tends to neutralize itself and currents are continually passing through all conducting matter. The electricity which becomes stored in the earth is negative, that of the clouds is usually positive, although in clear weather the lower strata of air are negative. During a storm, when clouds differently charged or having different potential approach each other, a discharge occurs. This is the lightning. The thunder is caused either by the sudden separation and reunion of the air, or, as some contend, by the explosion of the oxygen and hydrogen gases in the air, freed by the electricity but reunited as water by the great heat engendered.

When a cloud, charged with positive electricity, approaches the earth, the negative currents in the earth rush to meet it so as to become neutralized. This rush of current takes the path of least resistance, and as elevators, trees, and houses are better conductors than air, the earth discharges through them to get to the positive electricity of the cloud as quickly as possible. When the currents reach the resistance of the air at the top of the building or on a gable, congestion occurs, and the heat generated by this congestion causes fire to break out if the material is combustible. This is the same principle which is used in the fuse plug of electrical installation. If a greater load is sent to the wires than they can carry, congestion occurs, generating heat, the fuse burns out and the connection is destroyed.

The way the rod acts as a protecting agent is in carrying off the earth currents. The metal of the rod, grounded in the moist earth, is a better conductor than a house or tree. Normally, the currents go through the rod and discharge in a steady stream from the point or points into the air. In fact, this discharge is practically continuous, so that where there is rod installation there is rarely the great accumulation of energy in the surrounding earth.

The ridicule and skepticism in regard to the ef-



iciency of the lightning rod is confined entirely to those persons who do not understand the principles upon which it works. Scientific men and experienced operators endorse the rod in unqualified terms, and throughout the world the plants of big firms, telegraph poles in the West, oil tanks in various fields, war ships, in fact every kind of plant which is operated on scientific and economic lines, is protected by rods. Such protection is no less important for the small operator for the destruction of his house would mean as much, in proportion to the capital invested, as of the larger and more ambitious plants.

Protect your building from lightning, and help cut down the enormous yearly loss from fire caused by this destructive agent.

### HAWKEYE HOUSE SHOWS PROGRESS

In September of last year fire destroyed the elevator of the Stockdale & Maack Company at Walcott, Iowa, and the officers of the company laid plans immediately for another building to take its place. The contract was handed to the Burrell Engineering



NEW STOCKDALE & MAACK ELEVATOR

& Construction Company of Chicago and in sixty days the new elevator was ready for business. This building was made up-to-date and complete in every detail, with foundations of concrete and cladding of iron. To the eaves it is 62 feet and 40x44 feet on the ground. The cupola is 26x40 with 28-foot studs. The driveway is 12x56 feet with cob and dust bins overhead. The basement of the elevator is 12 feet high and the work floor is 14 feet high. In this basement is installed a Weller Car Puller, a Western Corn Sheller, a 20-horsepower motor and a 16-foot conveyor. The equipment of the work floor consists of a No. 10 Monitor Cleaner, a power shovel for unloading, and two wagon dumps with oil controllers. A man-lift is connected with the cupola where the corn cleaner is installed. There are also four distributors to take the grain from the five legs. The 10-horsepower motors in the cupola drive the legs and corn cleaner. The electric wiring is all in an iron conduit.

There is a Fairbanks Track Scale with all steel and concrete construction. The house is divided into 17 bins with a total capacity of 60,000 bushels and has a handling capacity of 3,000 bushels per hour.

The officers of the company are John Stockdale, president; J. E. Stockdale, vice-president; Louis Maack, secretary and manager, and Guy Stockdale, treasurer. The house was ready for the enormous business this year and the result has shown the wise policy of immediate rebuilding.

## CROP IMPROVEMENT

### ELECTRICITY IN THE GRAIN BUSINESS

Not for its possibilities of practical application by American farmers, but because of its novelty, the electrical stimulation of growing grain is of considerable interest. Where there is a large surplus of electrical energy, the system might even be put upon a practical basis, but not in the great grain belt of the Middle West.

Electrical stimulation of plant growth was first demonstrated by Professor Lemstrom, a Swedish scientist, who stretched a netting of copper wire across a field a few inches from the ground. A positive electrical current was sent through this netting and a negative charge was directed through the earth under the wires. The tendency of electrical currents to join and neutralize each other kept a steady flow of energy between the ground and wires. This stimulated the growth of plant life amazingly, due chiefly to the nitrating influence of the electricity.

Sir Oliver Lodge of England has somewhat modified the application of the principle. He places his wires high enough from the ground so that the field can be worked without interference. He claims that a two-horsepower oil engine can drive a dynamo capable of supplying electricity for a field of 18 acres. The results from these and similar experiments elsewhere have resulted in increases of from 35 to 128 per cent of the yield.

Extensive experiments are now under way in France, New South Wales, and at Arlington, Va., and the West Virginia Experiment Station.

The experiment has been tried in California to determine the effect of electrical currents on sheep. A large herd was divided, half being placed in a pasture covered with the overhead wires, while the other half was pastured in a similar field away from electrical influence. At the end of a year he found that the wool from the sheep in the former field was finer and nearly twice as heavy as from the latter field. The average production of lambs was over two for each ewe in the electrified pasture and less than one in the other field.

### AN ENCOURAGING SITUATION

Within the last year there has been more interest taken in the testing of seed for germination than ever before in the whole history of agriculture. The Crop Improvement Committee has had an unprecedented call for the rag doll and blotter seed testers to be used in the schools. These are usually distributed by elevators, banks, or other interested parties and can be obtained from the Committee at a nominal cost. A sample will be sent anywhere for two cents. The rag dolls are used for corn and the blotters for oats and the small grains.

It is particularly important this year to test the oats. The seed oats of the West seem to be very good or very poor, and the latter are in the greater abundance. A comprehensive test of the oats in Missouri was recently made in most of the counties of that state and it was found that of the seed oats tested, which would ordinarily have been used for planting, less than 75 per cent germinated. A similar test in Minnesota showed results almost as bad. As none of the experiment stations of the West have a surplus of seed grain, the farmers will have to buy their seed locally or through the regular channels and should test every lot before it is planted.

If dead or weak seed is planted the farmer is defeated before the crop shows above ground. Only by testing can he be sure that the seed is as it should be, and no farmer can afford to neglect this necessary step to his success.

In Iowa there is a general campaign on for the treatment of smut. This will mean a fortune for

the state, for it is estimated that smut last year spoiled grain to the value of 50 million dollars at the present prices. All of these campaigns are receiving the support and co-operation of the progressive elevators who realize that, for the small amount of energy expended, material returns will come to them in the increased amount of grain handled through their houses. One pint of formaldehyde to 40 gallons of water will treat many bushels of seed grain. If smut is in your neighborhood and you neglect to treat the seed for smut it will mean about 20 per cent or more of loss on the crop. Can you afford to lose 20 per cent for the price of a pint of formaldehyde?

If seed is to be tested this Spring it should be done right away, for in case the lot is found to be bad, new seed will have to be obtained and tested in its turn, and from all reports the supply of strong seed is going to be short. You have heard about the early bird.

You, as elevator men, come in contact with most of the farmers of your community. Your influence in regard to crop improvement is potent, for the farmers realize that so far as yield is concerned their interests and yours are identical. They will listen to you, and it is up to the grain trade to do its share in furthering this campaign for better crops through all the various agencies that are suggested by the Crop Improvement Committee.

Here is how F. H. Demaree, Grundy County (Illinois) Adviser, treats oats for smut:

1. Make a solution on the basis of one pint of formaldehyde, 37 to 40 per cent strength, which may be secured from any drug store for 35 to 50 cents, with forty gallons of water. It will require about a half gallon of the solution to treat each bushel of seed. A good kerosene barrel or a tub can be used to hold it.

2. Clean off the barn floor and spread your re-cleaned seed on the floor to a depth of six to eight inches. Put on the solution with an ordinary sprinkling can, having another man turn the grain over, much as you would cement, until it is damp enough to pack in the hand. Seed should not be so wet that water will run from it. Shovel the oats in a pile, spread sacks, pieces of carpet, horse blankets or tarpaulin over the pile for two or three hours. The gas fumes kill the smut. The oats can then be sown immediately or scattered out and turned or raked over until dry, then seeded at any time thereafter. If seeding is to be delayed be sure that oats are thoroughly dry.

3. The same treatment may be given in a wagon box the night before oats are to be sown. Spread a layer of oats about four inches deep in the bottom of the box. Sprinkle well with formaldehyde solution, put in another layer of four inches and repeat the process until the bed is full. Cover well with blankets or sacks, let stand over night, and sow oats in the morning.

4. Caution. Sprinkle the seeder box thoroughly with the solution before you start to sow. If oats are resacked after treating, or put in a bin, treat the sacks or bin before putting your cleaned seed into them. Usually the drill or seeder should be set to sow about one-half bushel per acre more when the oats are damp, as they do not go through the machine so readily.

Judging from the first forecast of the wheat crop of India, best authorities believe that the area under wheat will probably approach 32,000,000 acres, says a Reuter dispatch from Delhi, India, and provided the weather conditions are favorable, there is likely to be a large surplus for export later. The area under wheat in 1913 was 29,569,000 acres. In the two preceding years it averaged nearly 31,000,000 acres.



# NEWS LETTERS

## MILWAUKEE

C. O. SKINROOD - CORRESPONDENT

THE probable trend of prices of grain in the next few weeks and months is the all-absorbing topic among grain men at the Milwaukee Chamber. One of the prominent traders here predicts that prices will go still higher despite the slump of 30 cents in wheat below the top. He believes that the bogey of great Russian supplies of wheat which will be released when the Dardanelles are opened will never have a great effect on the grain trade of the United States.

"The recent blockade by the Allies has had the greatest effect on the rye market," said this same trader. "The difficulty of shipping to the Scandinavian markets under the recent blockade ruling on foodstuffs has all but cut off the demand for rye. This will have a marked effect on the big rye trade of Milwaukee and on the Wisconsin growers. There are so many mines, there is so much danger to shipping, that all the Scandinavian ports of Europe are practically closed up.

"Although wheat was away down for a time, it is almost back up to the top again. The country elevators and supply houses are very largely cleared out and as farmers get busy in the fields and as the country roads break up badly in spring, there will be still less marketing from the country. That will help further to keep down the visible supply of wheat, which is already low. The keen demand will more than take up all the available supplies and the reserves of the country will be still further drained.

"I believe the prime object in opening up the Dardanelles is to rush troops through that region. The effect of this move on the wheat market will be negligible. In fact, Russia has practically prohibited all shipments of foodstuffs from the country. Russia cannot afford to lose her supply of grain until she knows the size of the next crop and that will require many months.

"With so many men in the army, Russia's seeding will be curtailed. Russia will therefore never let go of her present wheat crop until another one is in sight. That is why much higher grain prices in the United States are fully warranted. The oats and corn especially should be much higher than they are, since wheat has had a larger proportionate rise than the other grains."

Milwaukee's inspection department has been so overtaxed with the heavy receipts of corn here for many months that it was necessary to install another moisture testing machine. This will give five machines in that department, which should prove adequate for some time to come.

Milwaukee is going to be provided with better facilities for grain shipping this summer through the efforts of the Harbor Commission. Plans have been completed calling for the widening of the Menominee River canal junction, so that much larger boats will be enabled to reach Elevators "A" and "E" in the Menominee Valley. At the present time the limit of boat length which can make the turn is 444 feet, but when the widening is done, there will be room to use boats as long as 550 feet. It had been planned to have all

these improvements made before the opening of the navigation season, but there were so many hitches in transferring the property to the Government that it may be as late as June before the buildings on the site can be torn down and ground broken for enlargement.

Milwaukee sent the following delegates to Cleveland to consider the shortages on grain cargoes and the revised bill of lading: E. J. Grimes of the Cargill Grain Company, E. S. Mack, attorney for the Chamber and George A. Schroeder, who is traffic expert at the Milwaukee market.

Milwaukee is still expanding as an important center in the trading of hay. The W. J. Armstrong Company has already arranged to sell 500 cars of hay for feeding army horses of the British quartered at East Alton, Ill. The company has also been considering orders for hay for a big army concentration horse camp which the Italians are planning in Illinois. According to the present prospects, these orders for hay will be very materially increased in the future. Much of this hay was brought from Kaukauna, where farmers are furnishing a mixed product.

The report that there would be an investigation of grain trade conditions at Milwaukee has not materialized. There was talk of action or a probe by the Federal district attorney, but the subject has never crystallized into anything tangible.

The Milwaukee Chamber is still making a strong fight for just grain rates to the East as compared with the Chicago market, for if the proposed rates were instituted, Milwaukee grain men could ship East by the inadequate, cross-lake route for 16 cents per 100 pounds, but that if grain men wanted to ship by the much more effective all-rail route the cost for freight for the same distance would be 21 cents per 100 pounds. It is also asserted that it is not proposed to increase the Chicago grain rate to the same basis, but that Chicago will still be getting the 16 cent all-rail rate. Such an enormous advance in Milwaukee's grain rates to the East would virtually drive all the local grain trade to Chicago because of the big advantages in shipping privileges.

According to the official figures, the grain crops on the farms of Wisconsin are largely removed and stocks appear in several instances to be much less than a year ago. On March 1 there were only 878,000 bushels of wheat, compared with 1,332,000 bushels a year ago. The corn on farms in Wisconsin on March 1 this year was given at 18,800,000 bushels, compared with 24,716,000 bushels a year ago. This is a decisive loss of some 6,000,000 bushels, compared to figures for the previous year. The oats crop is also pretty well drained down with 22,300,000 bushels, compared with 37,350,000 bushels a year ago. This is also indicative of a slump of 15,000,000 bushels in round numbers, compared with 1914. The barley on Wisconsin farms at the opening of the present month was 4,420,000 bushels, compared with 5,981,000 bushels for the opening of March in 1914.

Wisconsin has been receiving excellent prices for her grain this year compared to 1914. The average price of wheat to producer for 1915 has been \$1.32 a bushel, compared with only 83 cents a bushel in the previous year. Corn sold on March 1 this year at 71 cents, compared with only 59

cents a year ago. Oats jumped in a year from 36 to 53 cents as the average farm price. Barley jumped in a year's time from 53 to 73 cents a bushel. Rye advanced during the same period from 54 cents on the farm to \$1.11 a bushel. This price is practically doubled and indicates the enormous demand there has been for the last crop. Buckwheat has gone up very little in a year's time—only from 74 to 78 cents a bushel. The war seems to have affected the price of buckwheat cakes much less than it has affected the price of all the other grains and their products.

Grain stocks in Milwaukee at the opening of the present month were 37,000 bushels of wheat approximately, 1,031,000 bushels of corn, 479,000 bushels of oats, 338,000 bushels of barley and only 17,000 bushels of rye. In several grains, stocks are unusually small.

Milwaukee business men have also been profoundly interested in the intermountain rate decision by which the Interstate Commerce Commission allowed the railroads to charge proportionately more to mountain points than to the Pacific Coast. The big jobbers and manufacturers and other shippers of Milwaukee will now get proportionately lower rates to the coast, so that the eastern cities cannot monopolize this business via the Panama Canal, which they would otherwise have been able to do. This is a decisive victory for Milwaukeeans as contrasted with other cities in the East.

The Milwaukee Chamber of Commerce is taking drastic action if necessary to drive out all kinds of illegitimate grain trading. Secretary Plumb and the other officials are determined that so far as it lies in their power, all the business done here shall be bona fide purchases. To that end the Board of Directors has adopted a resolution providing that any trader found guilty of unmercantile conduct, that is, not engaging in the "bona fide sale and purchase of property," shall be suspended and later expelled under given conditions. The resolution states specifically all accommodation trades, or subterfuges having the appearance of actual trading but which are not, shall be considered illegal. All trading must be carried on in open market and the two parties to any transaction, it is stipulated, must be entirely independent of each other. It is also stated that any agreement to buy or sell property as a favor shall be contrary to the rules. It is still further provided that any transactions between members of the same firm or officers of the same corporation shall be considered under the same ban. This is in line with the policy of the local chamber to have only genuine business deals and to drive out illegitimate speculation as far as it is possible to do so.

There are two bills introduced in the legislature at Madison which are quite important to grain men. One of them is designed to have the Food and Dairy Commissioner of the state establish a bureau of marketing whose design should be to bring producers and consumers of food products together without the usual middlemen. The other bill is still more important to grain men, as it would radically change the form of grain taxation in this state. Instead of taxing the grain which is in elevators on May 1, as at present, there would be a rate of  $\frac{1}{2}$  a mill on all grain handled in the year on all wheat and flax and  $\frac{1}{4}$  of a mill on all



other grains. The Milwaukee Chamber is expected to have a decided view on these questions and that these views will be properly brought to the attention of all legislators.

\* \* \*

One of the striking things about grain business in Milwaukee this winter has been the continued shipments across the lake to take care of exporters who have been eager to get the goods. Shipments have been one-sixth larger than last year and a steady stream of boats has kept the grain current to Europe going. This illustrates the natural advantages of Milwaukee as one of the big coming grain centers.

The piling up of barley in the Milwaukee market has largely disappeared. Receipts for the week early in March were still running largely in excess of 200 cars per week and prices have been ranging from 73 to 82 cents a bushel. Good-malting grain is not plentiful and much of the supplies is of inferior grade.

Receipts in the corn market are running close to 300 cars per week. Manufacturers and shippers are buying freely and all the grain is wanted. Prices have ranged very largely from 70 to 73 cents a bushel.

The receipts of oats are running at about 340 cars per week. Shippers and feed dealers want oats of the heavy kind, but there is a big discount on the light grades.

The receipts of wheat are running at 40 to 60 cars a week at Milwaukee. The good milling and the soft winter wheat is wanted for shipping and for milling, but the shrunken grain is neglected at much lower prices.

The rye trade is running at about 40 cars per week. Shipping demand is good even at the high prices which range from \$1.10 to \$1.13 per bushel.

## PHILADELPHIA

E. R. SIEWERS - CORRESPONDENT

THE death of Captain William E. Cheeseman who was buried from the Church of the Gesu of this city on March 1, just a day before his 84th birthday, removed from the old time trade circles one of the best known characters associated with the grain trade of this port. In early life he was a plate printer and served a time as manager of the Printing Bureau at Washington, D. C., during the Civil War when the fractional currency was issued by the United States Government and the Civil War had restricted the money market. As a reminder of those historic times, he kept in his pocket book a full, clean, fresh new set of the rebellion currency of different denominations which he averred he had printed, and never turned in for redemption.

Mr. Cheeseman was born in New Jersey, his father being one of the typical farmers of the past decade, his birth certificate registering March 2, 1831. After leaving the Government employ he turned his attention to systematic weighing in all of its branches, and fully a half century ago he was licensed by the courts here as an official public weighmaster. The first car load of grain that passed through the old Washington Avenue Elevator was weighed by him, which he seemed ever proud of mentioning, and from that time on his weighing score mounted into millions upon millions of bushels of all kinds of grain. He did all or the most of the work in these lines for the leading importing and manufacturing concerns of Philadelphia, and all of the big breweries of the city were not satisfied until Cheeseman reweighed their supplies and arrivals of malt and hops. He had wagons and horses going about the city weighing goods and products of every character, though he was known the best among the grain men, having become a member of the Commercial Exchange soon after its organization.

He died peacefully at his home and residence,

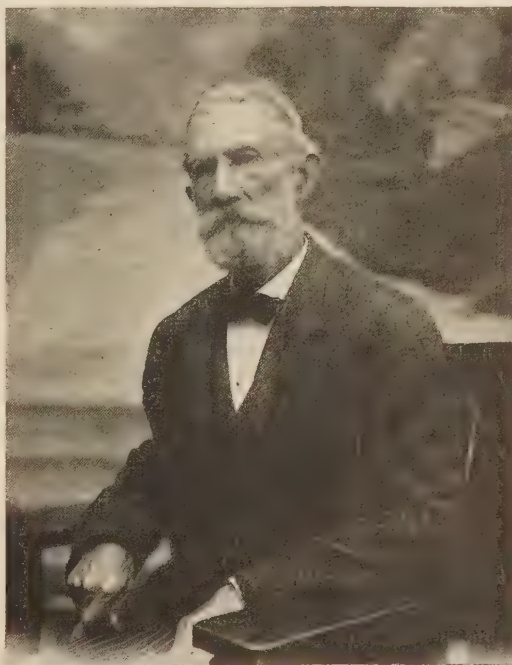
1227 North Eighteenth Street, of bodily ailments and infirmities incident upon old age, though for some years after his active retirement from business, he was a regular visitor at the Bourse and Commercial Exchange, but had outlived many of his earliest and closest friends. He owned, managed and conducted for a time one of the most popular hostleries in Atlantic City, where he and his family made a reputation that followed him in after life. During December his wife passed away and there survives him a married daughter, Mrs. J. J. Ragan, the wife of a prominent business man of this city, and two single daughters, who live at home.

\* \* \*

Among the latest new members of the Commercial Exchange are the Wabash Railroad Company, with office headquarters at 386 Bourse Building; John B. Yeager & Co., Wilkes Barre, Pa., grain, feed, flour and hay dealers; H. M. Long, Oxford, Pa., dealer in general grain and feed.

\* \* \*

The members of the Commercial Exchange have come out of the "Amen Corner" since Congress ad-



WILLIAM E. CHEESEMAM

jourled, and the Moss Grain Standardization Bill, with its companions, has been side-tracked, for the present at least, and their hope is that this bit of legislation will never be enacted.

\* \* \*

The illustrated description of the plant at Bourbon, Ind., of the E. E. Delp Grain Company, and the fine profile of the popular president of the Commercial Exchange, Louis G. Graff, occasioned considerable favorable comment here as the columns of the "American Grain Trade" in the February issue were looked over.

\* \* \*

The abrogation of the Spanish war tax on mixed corn and wheat flour, which died with the present Congress, to reduce the cost of flour and increase its supply, was not regarded of much account by the trade here. The opening of the Dardanelles, with an outlet for Russian wheat has been among the absorbing topics on 'Change.

\* \* \*

The peremptory order, just issued by Chief of Police Robinson of this city, that hay cannot be transported through the principal limits of Philadelphia, from any portion of the West under the foot-and-mouth-disease quarantine, without first obtaining a certificate or official permit, has stirred up the hay trade here to a considerable extent, and they are wondering what the next innovation will be.

\* \* \*

The Pennsylvania Railroad Company, through its agents, has given notice to the Commercial

Exchange as an answer to numerous inquiries, that the demurrage charges cannot be assessed on grain coming to Philadelphia, until 30 days after its arrival.

\* \* \*

The exporting of grain from this port since the first of the year to foreign countries has been of very large proportions, and double the amount of shipments abroad during the same period of 1914. Local trade, however, is dull and unsatisfactory, in all lines.

\* \* \*

The 62nd Annual Report of the Commercial Exchange is being completed and will soon be issued.

\* \* \*

The matter of the reduction of the free storage period from four to two days, on hay, straw and other commodities, that is being enforced by the transportation companies which have terminals here, and warehouses throughout the city, is to be taken up by the Interstate Commerce Commission, which is to give a public hearing soon in the Federal building. At the session recently held by Special Examiner Butler of Washington, D. C., to investigate the charges that Philadelphia was discriminated in grain elevator rates, in favor of New York, General Freight Agent Russell of the Philadelphia & Reading Railway, while being examined under oath, practically admitted that this port is losing to New York an enormous business because the rate there for loading as well as the storage allowances are made more attractive to shippers of grain. The trade here now propose to insist upon the New York rates in the future.

## BUFFALO

ELMER M. HILL - CORRESPONDENT

REPRESENTATIVES of elevator interests and lake grain carriers failed to agree on a new bill of lading at a joint meeting held early in the month in the rooms of the Buffalo Chamber of Commerce. More than thirty grain dealers and elevator men from Great Lakes ports in the United States and Canada attended the sessions of the conference. George E. Pierce of the Wheeler Elevator Company of Buffalo and chairman of the Transportation Committee of the Chamber, presided. A long discussion failed to bring out any suggestions that met with approval and the meeting was adjourned until a later date in order to get the views of all parties interested in the new bill of lading regulations.

At a conference in Cleveland the week previous, all efforts to reach an agreement failed and the Buffalo meeting was planned. Last January the Lake Carriers' Association, the Dominion Marine Association and the Association of Lake Lines met in Detroit and agreed upon a universal bill of lading, allowing a shortage of one-fourth of a bushel on every thousand bushels shipped. The decision of these three associations immediately met with opposition on the part of the elevating interests because the carriers have always paid for all shortage. It is claimed by elevating interests that the carriers' agreement is unconstitutional.

\* \* \*

Almost every member of the Buffalo Corn Exchange and men associated with the milling and elevator interests of Buffalo contributed to the fund raised by the Charity Organization Society on "Donation Day" to aid the families of the city's unemployed. More than \$15,000 was realized from the day's collections.

\* \* \*

Despite the assertions of Eastern grain men to the effect that elevators at the port of Buffalo are choked with grain that is being held here in storage, officials of the Western Elevating Association have statements to prove that there is no unusually



large amount of grain being held in the local elevators. Vessels which have been holding storage cargoes at the outer breakwater and at inside wharves are having their cargoes unloaded but a large amount of the grain is being shipped east by rail every day to seaboard points so that when navigation is resumed the local elevators will be practically clear of storage capacity and will be in excellent position to handle the grains now being held at ports on the upper lakes. The flour mills are busy grinding out flour for export purposes so that a large amount of wheat is being utilized here.

\* \* \*

Work on the new Connecting Terminal Elevator on the City Ship Canal is almost completed and contractors are predicting that grain can be received by the new structure within a very short time. This new elevator, when placed in operation, will increase the elevator capacity at this port by more than 1,000,000 bushels. The structure replaces the old Connecting Terminal Elevator, destroyed by fire.

\* \* \*

The Canadian government promises to establish a fog signal station at Point Abino, Lake Erie, in order to guide grain carriers and other lake craft bound down the lakes to Buffalo. Last year a U. S. light ship was lost off this point in a heavy gale. Skippers are much pleased with this report as this will help them determine their bearings on the north harbor entrance channel.

\* \* \*

A commission appointed by the City is appraising the value of the islands in the Buffalo harbor between the Buffalo River and the Blackwell Canal off the foot of Main Street for the purpose of getting an idea of the amount that the city would have to pay if these islands were bought for the purpose of dredging them out for a big turning basin for grain carriers and other vessels plying between this port and the upper lakes. The Richmond Elevator which has not been in use for many years is on one of these "islands" and the commission has been spending considerable time determining the value of this structure. The owners have set a high valuation on it but witnesses who have been called declare it is worth nothing more than it would bring for old junk. It has been openly charged in the Council that certain city officials are financially interested in the property and that they are trying to unload it on the city at fancy prices.

Six years ago the city bought the site of the old Watson Elevator and the government dredged out the island to a depth of twenty-three feet and this constitutes an excellent turning basin in the inner harbor and marine men say that there is no need for the present islands and that it would be a worthless expenditure for the city.

This is the last year of aldermanic rule in Buffalo, the Commission Charter having been adopted at the last election and during the last four months several wild real estate deals have been put over on the city by the aldermen. A number of prominent Buffalonians, members of the Chamber of Commerce and others have exposed certain city officials who are interested in the deal but it is not thought likely that the sale will be made. The appraisal, however, is being continued by the commission. The Richmond Elevator is one of the oldest grain structures in the harbor.

\* \* \*

An echo of the Husted Milling disaster in which two score lives were lost about two years ago, was heard before Surrogate Louis B. Hard several days ago when Attorney John H. O'Day, as referee, gave his findings in the case of a woman who wanted a share of the damages paid by the Husted Milling Company, to the survivors of the men who were killed. The referee found the claimant was not the wife of the man she claimed to be her husband so the allowance to his survivors will go to his widow, who lives in Poland.

\* \* \*

Members of the Buffalo Corn Exchange were much interested in the outcome of the unique claim filed with the Workmen's Compensation Commission by Frank A. Pierce, an employe of the Chamber of

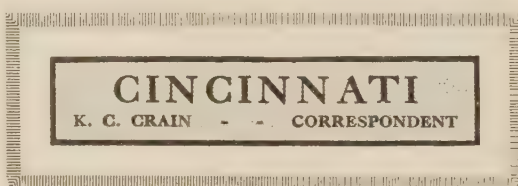
Commerce, who claimed compensation for the sprain of his right foot, developing gangrene, as the result of a scuffling match with two men on the floor of the 'Change. Reporting on the claim, H. S. Mason, superintendent of the Chamber of Commerce building said:

"The brokers on the exchange floor of our building were holding their annual jollification and indulging in some rough play when two of them saw Mr. Pierce in the corridor and grabbed him, with the evident intent of having a little fun with him by throwing flour on him or by trying to make him drink some of their punch. He naturally resisted and a struggle ensued in which he claims his ankle was sprained."

Pierce's own statement of the mishap corresponded with Supt. Mason's report, and the commission, deciding that the accident was not the result of Pierce's employment, disallowed the claim.

\* \* \*

Judge John R. Hazel of the United States court for the western district of New York, has released two carloads of oats shipped from Fagg & Taylor of Milwaukee to Springville, Pa., which were seized by United States deputy marshals some time ago on complaint of the pure food and drug inspectors who claimed excessive water above the 14 per cent allowed by law. Release came after the quantity of water was reduced.



**A**LIVELY market, entirely satisfactory to the trade as a whole, has been noted in Cincinnati during the past few weeks, the wild fluctuations in price having, apparently, no depressing effect upon the volume of business handled. The millers, while not buying largely, seem to be taking a fair amount of grain, as virtually none of them have any reserve stocks to amount to anything, and the various local consuming factors are taking their normal quantities of hay, corn and oats for feeding purposes. One of the most important factors in the local trade, however, is the amount of business handled for export, shipments to Newport News, Baltimore and New York being considerable, and giving dealers and receivers plenty to do. Congestion on the tracks at Newport News caused the railroads to place an embargo on that port during the week of March 7, but this is not expected to last long, nor to cause any considerable diminution of business. Cincinnati draws upon a large territory in the Middle West and the South for the grains which local firms handle for export, and the business is much larger than would be expected for an inland point, especially, of course, during the abnormal demand brought about by the war.

\* \* \*

Speakers at the monthly meeting of the Cincinnati Grain and Hay Exchange, held on the evening of March 9 at the Hotel Gibson, expressed vigorously the resentment felt by the local trade against alleged discriminatory railroad rates, especially on the part of the Big Four, favoring Chicago and hampering the local market, as to Illinois grain. It is asserted that the railroad named has readjusted its rates so as to enable corn, especially, to be shipped into Chicago from any point in Illinois at a lower rate than to Cincinnati, in spite of the fact that the mileage to the latter point is less in many cases, and that this has forced grain to Chicago which would naturally come to this market. Consequently, local dealers are frequently compelled to buy in Chicago, at a price necessarily including the additional freight rate, grain which should have come to Cincinnati in the first place. The Board of Governors of the Exchange, with Guy Freer, traffic manager for the Chamber of Commerce, will take the matter up directly with

the railroad, for the purpose of securing some redress and the changing of this condition. There were numerous other matters taken up at the meeting, most of which were of a routine nature, however. The attendance was excellent, over fifty member concerns being represented, making the meeting one of the largest which the Exchange has ever held without some extraordinary special inducement. Knowledge that the rate question referred to would be taken up was probably largely accountable for this large attendance.

\* \* \*

The Nungesser Bill, recently introduced in the Ohio General Assembly, has aroused a storm of protest from commission merchants in the grain, hay and other lines of business handling various commodities on a commission basis, as it proposes to exact a license fee and in numerous other respects to hamper the trade. The Cincinnati Chamber of Commerce, through its Board of Directors, has taken official action in condemning the proposed legislation, and will send a strong delegation to Columbus to make representations against it on behalf of the hay, grain, produce and other commission houses doing business in the city.

\* \* \*

That the grain and hay trade in Cincinnati may very well report "Business as usual," in spite of high prices and adverse conditions in other respects, may be gathered from the following figures showing receipts and shipments of the principal grains and of hay during the first two months of 1915:

	January		February	
	Receipts.	Shipm'ts.	Receipts.	Shipm'ts.
Wheat, bus....	217,077	276,617	172,552	128,138
Corn, bus.....	1,160,488	628,155	761,184	634,008
Oats, bus.....	481,516	223,952	281,358	321,431
Hay, tons.....	23,227	15,909	17,757	15,505
	* * *			

The annual Hamilton County Corn Show was held recently at Mt. Healthy, a Cincinnati suburb, with considerable success, both in the variety and size of the displays and the interest shown by the farmers. Howard Call, of the Ohio Agricultural Department, judged the corn submitted, the following varieties being shown: Leaming, yellow dent, Clarage, white dent, white cap, Iowa Gold Mine, red, Golden Rule, Zigzag, Minnesota, Darke County Mammoth, yellow popcorn, smooth popcorn, rice popcorn. In connection with the show the annual election of the Hamilton County Corn Show Association, under whose auspices it was held, was conducted, resulting as follows: President, John B. Miles; vice president, Charles Hill; secretary, Charles Bosserman; treasurer, William Cloud. Delegates were also appointed for every township in the county, to stimulate interest in corn-raising and in the show, and it is expected to increase both acreage and net yield very largely.

\* \* \*

The curious fact that in some old and well-settled communities agricultural production and acreage have greatly decreased, as compared with the figures of some years ago, is shown convincingly by figures presented by Secretary F. H. Zerbe, of the Erie County (Ohio) Agricultural Society. As to grain, it seems that in that county in 1889, the year taken for the basis of comparison, there were 20,937 acres planted to wheat, whereas in 1913 there are but 13,914. However, it is an encouraging fact that the yield per acre of wheat has increased, the average being 15 bushels in 1889, while in 1913 it was 19 bushels, although even this increase did not make up the deficit, the difference in favor of 1889 being 43,943 bushels. Rye and corn are reported as the only field products of which larger quantities were produced in the county in 1913 than in 1889.

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The trade was very much interested in the figures recently published showing the stocks of grain in the hands of farmers in Ohio, Kentucky and Indiana, as of March 1, comparing these with corresponding figures for last year. As the high prices of the past few months have been bringing out stocks in large quantities, it was not considered surprising that the quantities on hand March 1 were in most cases considerably smaller than a



year ago, in spite of the fact that larger crops were the rule. In fact, the amounts on hand were considered rather large, in view of the tempting figures which all grains have been bringing. The figures for the three states in which Cincinnati is most interested, as a bidder for the grain harvested in them, were as follows (000 omitted):

	Ohio.		Kentucky.		Indiana.	
	1914.	1915.	1914.	1915.	1914.	1915.
Wheat .....	9,800	8,000	1,300	1,300	8,000	6,500
Corn .....	54,100	45,700	25,400	34,700	65,300	58,800
Oats .....	19,600	15,600	.....	.....	10,600	10,800

The prices, of course, tell the tale, being figured by the Department of Agriculture as being \$1.41 for wheat, as against 92 cents, 73 cents for corn, as against 63 cents, and oats 52 cents, as against 39 cents, in Ohio and this section generally.

That the farmers are getting the actual, direct benefit of the high prices of grain, contrary to the cry of those who charge that only speculative dealers are benefiting by the soaring figures, is shown by a recent dispatch from Urbana, Ohio, reciting the high prices secured for corn disposed of at public sales. At one sale 500 bushels sold for \$1 a bushel, although the market price at Urbana on the same date was quoted at 70 cents, while at another 800 bushels sold for 97 cents. Timothy hay sold for \$16.50 a ton, clover for \$17 and alfalfa for \$19.

An instance of the tremendous export movement of grain and of the difficulties experienced by the carriers in handling it is given in the statement that at a point near Gallipolis, Ohio, recently, exactly two hundred and twenty-nine cars of wheat and oats, all destined for Newport News for European shipment, were held up on the Kanawha & Michigan Railroad, because of the inability of the Chesapeake & Ohio to forward them to their destination.

## GALVESTON

R. N. COULSTON - CORRESPONDENT

SINCE the start of the present grain movement, July 1, 1914, a total of 40,959,731 bushels of wheat have been exported from Galveston, according to figures given out by the Custom House on March 2. Shipments have been very heavy the past few months.

Two big cargoes of horses destined for the French army will leave here shortly on the steamers, *Portuguese Prince* and *Burmese Prince*.

It has been announced that an informal hearing will take place on March 17, before the Interstate Commerce Commission at Washington, on the matter of grain demurrage charges at Galveston. The proposed hearing is said to be the outcome of the recent conference in New Orleans, where railroad men and grain exporters met to discuss grain demurrage generally and to compare conditions here with the situation at New Orleans, where there are no demurrage charges.

The report of Chief Grain Inspector R. T. Miles for the month of February, 1915, showed total clearances of grain consigned to foreign ports of 3,355,306 bushels. This amount was carried on 23 vessels, going to French, English, Spanish and Greek ports. During the same month last year there was exported a total of 296,000 bushels, a clear gain of 3,259,306 bushels. Since September 1, 1914, there has been shipped abroad from Galveston a total of 30,309,731 bushels of grain, compared with 1,895,097 bushels for the corresponding period the previous year, representing an aggregate increase of 28,414,634 bushels.

All signs indicate that the new Sunset Elevator, now being built to replace the recently burned structure will be completed on time. The date set for its opening is June 15. An up-to-date drying plant will

be a feature of the new plant. This is to be installed by the Ellis Drier Company of Chicago.

Recently the Galveston Cotton Exchange and Board of Trade have changed their method of quoting, quotations now appearing in decimal fractions.

All reports seem to concur in an optimistic view of the new winter wheat crop. During the first part of March a wet snow fell in the northern part of this state and in Oklahoma. The subsoil is in splendid condition, moisture having been plentiful and the stands are of healthful appearance.

## KANSAS CITY

B. S. BROWN - CORRESPONDENT

THE top on wheat in February at Kansas City was \$1.61 for No. 2 hard, on February 5. No. 2 soft sold at that time at \$1.60. Instead of large reserves being held back by the farmers, when talk of \$2 wheat prevailed, selling during the rest of the month was fairly good, at prices around \$1.50



THE LATE JOHN T. SNODGRASS

or above, and February closed with the largest receipts for that month since 1910. The offering of corn was good throughout the month, but much of it was taken by the elevators owing to an excess in supply over demand. Receipts of oats were 729,300 bushels, the largest February figure in ten years, and an increase over January receipts of 268,000 bushels. Kaffir corn moved slowly, much of the supply being stored. Five-hundred-sixty-two cars were received, which is a rather good February figure.

There has been a very manifest inclination lately on the part of shippers doing business through the Kansas City exchange to designate the price at which their wheat must be sold. The practice has been especially evident while wheat has been high, and shipments have been detained very often because the price fixed exceeded the market quotations. Some shippers probably gained by the process last month, but at some other time it may be disastrous to them, dealers assert.

There is a probability that the Missouri legislature at its present session will pass a feed inspection law. Two bills are being considered with that in view, and the movement is seconded by Secretary Mayes of the State Board of Agriculture. The bills differ essentially in only one respect. Both specify that all feed sold in the state shall be tested and a statement made showing the proportions of pro-

teins, ash, fiber, carbohydrates and the moisture content, but that known as the Shannon Bill fixes a tax of 10 cents a ton to cover the expense of administering the law, while the other measure, known as the Phelps Bill, makes no such provision.

Hay shipments to Kansas City in February set a new record for receipts as recorded by the Hay Dealers' Association. In all there were 3,547 cars of hay received, a number 500 greater than the record for any preceding month. A gain of more than 2,500 cars to date over receipts of the corresponding period last year is reported.

Charles M. Sawyer, governor of the Federal Reserve Bank of Kansas City, and treasurer of the Kansas Farmers' Seed Club, has issued a report on the work done last year in furnishing seed to farmers whose crops had failed the previous season. Checks for 60 per cent of subscriptions are being mailed to contributors, and the balance will be available later, says the report.

Herbert Snodgrass, of Moose Jaw, Sask., who was in Kansas City following the death here of his father, commented favorably on crop prospects in western Canada for the coming season. He believes that Canada will increase its acreage of wheat by about ten per cent. The Canadian government is working to assure an adequate supply of seed for every farmer.

A. B. Wilson, of Nebraska City, Neb., when in Kansas City last month, pointed out that the bad road conditions have been a factor in holding some of the wheat crop on the farms.

D. S. Warwick, a Wichita grain dealer, says that the estimates of farm reserves in Kansas have been entirely too high.

Frank Montgomery, in speaking of the wheat shipments from his vicinity in Rooks County, Kan., calls attention to the fact that shipments have actually exceeded by a large amount the estimate of 4,000,000 bushels first placed on the crop.

George E. Gano of Hutchinson, Kan., attended the meeting of the Kansas Grain Dealers' Association last month in Kansas City, and was introduced to George E. Gano of Frankfort, Kan. They are not relatives.

The weighing and inspections of the Kansas City Board of Trade can no longer be enforced upon Kansas shippers if the bill now pending in the Kansas legislature becomes a law. The house of representatives has approved the measure. Although it does not make state inspection and weighing compulsory, it provides that the state grades must stand, and that when an owner or buyer demands an inspection, only state inspectors can make it. A reduction in charges is also affected by the bill. The house has passed another bill which gives the state grain department the authority to employ inspectors to test hay and straw and determine the commercial grades.

High prices will probably be the rule in the sale of timothy seed this season, say Kansas City seed dealers. There is active buying of clover seed just now, and good demand for cane and sorghum seed, which is used by manufacturers of chicken feed in combination with other grain products. Seed for planting in other lines is going rather slowly, but the early demand is being felt to some extent. There is an abundance of seed corn at about \$1.75 @ \$2 a bushel.

Henry Koehn, farmer boy and high school pupil, arrived in Hutchinson, Kan., for the school year last September with \$250 in cash which had been furnished to defray his school expenses by his father, a farmer at Galva, Kan. Young Koehn knew something about the growing of wheat, but not much about the marketing of the grain. He was ac-



quainted with a grain man, however, and through his friend the boy got interested in the market situation caused by the war. Wheat was going up. Young Koehn became more interested in the grain trading business than in his studies, and he began to calculate what could be done with \$250 if the war caused wheat to double in price. His friend assured him that wheat would continue to climb. He confided that he had some money, but he needed it to pay his school expenses, and besides, his father wouldn't listen to his spending the money any other way. But it seemed so easy to make that \$250 grow. Father wouldn't permit his son to speculate, of course, but then father wouldn't criticize him much either if he could make a stake out of that \$250. He resolved to invest in wheat, and with the advice of his friend he bought advantageously to the amount of \$200. A month later he had \$1,000. Wheat was above \$1.10 and still climbing. The boy kept buying. When wheat reached \$1.50 he closed out. He now had a bank account of almost \$7,000, but he had dropped out of school and gotten far behind his class. Once more he wondered what father would say. Meantime he had spent part of his earnings with his tailor, a jeweler, and an automobile dealer. While the auto was still bright and new he drove to Galva. The father was sorry the boy had not remained in school, but the bank book exhibited by the boy looked pretty good to him.

The Farmers Co-operative Grain Dealers' Association of Kansas assembled at Wichita, Kan., March 2, one hundred twenty-five strong. The organization passed resolutions opposing the proposed grain inspection law which is pending in the Kansas Legislature.

John T. Snodgrass, formerly of the Kansas City exchange, died February 19th at his home in Kansas City, aged 63. In December, 1913, Mr. Snodgrass removed to Moose Jaw, Sask., where he organized a board of trade, of which he became president, and engaged in the grain business there. He returned to Kansas City to escape the severe northern climate. Mr. Snodgrass was also formerly a member of the Cincinnati Chamber of Commerce and of the Chicago Board of Trade.

Corn and Kafir have been selling to grain dealers in the Emporia, Kan., district at 75 cents per bushel, the highest price for this season for many years.

Kansas City, the largest hay market in the country, received during the 28 days of February 3,525 carloads of hay more than ever before was handled in any month, shipping it out by trainloads to Eastern points.

Albert Hertz, infantryman in the German reserves at Insterburg, who won an Iron Cross for bravery in fighting the Russians February 1, is a nephew of Alfred Hertz of the Hall-Baker Grain Co., Kansas City.

Kansas wheat growers are elated with the conditions of crops in the ground and the abundance of moisture. Oat seeding has been delayed by the wet weather, but there is still plenty of time the farmers say. Several inches of snow have fallen since the first of March. In Kansas City and vicinity it fell to a depth of nearly a foot.

C. C. Cunningham, assistant in co-operative experimenting in the State Agricultural College of Kansas, expects high prices for corn in July and August, and is advising farmers in eastern Kansas, where the crop fell short last year, to raise a few acres of early corn from which to feed and obtain seed.

During February, Allen Logan of the Logan Brothers Grain Company, of Kansas City, sent out queries to all mills in Kansas asking for facts regarding milling conditions, flour stocks, sales, wheat reserves on the farms, and the condition and acreage of growing crops. The replies would indicate

that the total daily milling capacity for the month of February was about 57,600 barrels, this figure being based on reports covering 53,516 barrels. About 6,838,681 bushels of wheat were reported on hand at the first of the month. Since July 1, 1914, the mills had ground and disposed of 40,019,000 bushels of wheat, and in February were running about 88 per cent of full time. The acreage in crops seemed to be close to 8,800,000 acres, or about 300,000 less than at the same time one year before.

Robert B. Long of Chicago has made application for membership on the Kansas City Board of Trade. He is connected with the Simonds-Shields Grain Company, being formerly with the Bartlett-Frazier Company of Chicago.

Hans Peterson of Lenora, Kan., was on the floor of the Board of Trade when a drop of seven cents in wheat occurred late in February. He had been buying wheat, and had just closed a deal in corn at a good profit. The excitement of the moment caused him to faint twice, and he was placed under a physician's care.

About 152,000 bushels of corn was sold on the Kansas City exchange lately "for account of whom it may concern." The corn was said to have represented defaults by Texas buyers.

The growing wheat crop in northern Texas is reported to be in excellent condition by B. F. Smith who was here recently from Celina, Texas.

W. S. Ferguson, president of the Thomas County Bank, at Colby, Kan., says the farmers of that county were especially fortunate in marketing their wheat at good prices, there being only one or two instances in which the grower received less than 85 cents. Thomas County farmers began to think they would have to have larger vaults built in the bank, according to Mr. Ferguson's account of the prosperity of his depositors.



OPERATING in the grain markets has been a heart-breaking proposition of late. With any kind of rumor likely to break loose, traders have scarcely known where they stood from day to day, and they have been treated to some startling market moves at times. With the earnest effort of the Allies' fleet to force the passage of the Dardanelles, meaning with its accomplishment the letting out of an enormous tonnage of Russian wheat for marketing in Great Britain and France, the trend of prices was steadily downward for two weeks. As at the close of the Duluth market on March 6, cash wheat showed a decline of 14½ cents from a month ago. Durum was down 18½ cents; rye, 22 cents; barley, 12 to 14 cents; oats, 3½ cents, and flaxseed, 4¾ cents a bushel. On March 8 there was a sharp recovery, amounting to 7 cents in wheat and 6 cents in Durum.

The feature here has been the heavy demand for cash wheat, and the working of a big business by Duluth houses specializing in that trade. As compared with two weeks ago, cash wheat is selling on a basis of 3 cents over May, instead of ½ cent under, and as a result of the good foreign buying, all but a small proportion of the grain in elevators is under the control of two houses. It is estimated that supplies of No. 1 northern wheat at this point have been cleaned up, and exporters have been getting bids upon the No. 2 stuff during the past ten days. A round lot of it was sold this week for shipment at the opening of navigation.

All-rail shipments of Durum are still being made in large volume to the seaboard for export from

Duluth elevators, and during the past ten days a fair amount of Spring wheat has also gone out. All the Durum in the local houses is under contract for export, and the advance shipments from the Consolidated, Peavey and Great Northern Elevators have been bulking up largely.

The amount of grain afloat in the harbors here is the smallest in years, so that winter storage charges has been a limited proposition for the steamer interests this season. Only two cargoes are in fact afloat here, one of 258,000 bushels of corn and the other 334,000 bushels of oats.

Receipts of grain at Duluth elevators both from interior houses and through marketings by growers, have increased enormously during the last few weeks. Receipts of all grains for February amounted to 3,447,222 bushels, against only 897,666 bushels last year. Wheat arrivals were 1,726,676 bushels, against 612,043 bushels during February last year. As a result of the liberal all-rail outgo to the seaboard and to interior mills, however, the elevators are only a trifle more than half filled, stocks of everything aggregating 16,726,000 out of an available capacity of roundly 32,000,000 bushels.

Charterings of steamers for wheat from the Head of the Lakes for Buffalo delivery have been made during the last few days on a basis of 1¼ cents a bushel, and it is intimated that practically all the No. 1 and No. 2 northern in store here has been chartered to go out. The rate had previously stood at 1½ cents, but it was nominal, only two charters being reported at that figure.

Vessel men and grain dealers are greatly interested in the outcome of the negotiations over the proposed amendments to the grain lading bill. Hopes are entertained that the conferences arranged for between committees representing the two interests will lead to a satisfactory adjustment of the dispute as to the responsibility for shortages in cargo shipments claimed at the points of delivery. M. L. Jenks, vice-president of the Duluth Board of Trade, attended the recent conference over the problem held at Cleveland.

Death of George Spencer, president of the Consolidated Elevator Company, took place at his home here on February 14 after a lengthy illness. His demise was regretted by a wide circle of personal and business friends. He was 72 years of age, and was one of the pioneer grain men at the Head of the Lakes. He was a charter member of the local Board of Trade, and was twice its president. He was associated with the Consolidated Elevator Company for several years, being active in its incorporation back in 1893 as a result of the reorganization of the Lake Superior and Union elevator interests. He became president of the company in 1907, and held that position at the time of his death. The guidance of the business during the greater part of the past year has been under his son, George Herbert Spencer, vice-president and secretary of the company.

The Brown Grain Company of Minneapolis has been elected to membership in the Duluth Board of Trade. The company's interests here will be in charge of W. D. Gregory.

Over 2,239,000 bushels of corn is now held in elevators at this point, being the largest tonnage in several years. The movement was active last month, but it has now come to a stop, only a few scattering cars coming to hand occasionally.

James Graves, manager of the Capitol Elevator Company, has returned from a trip to Miami, Fla., completely recovered after his recent operation for appendicitis. Charles F. Haley, buyer for A. D. Thomson & Co., is also back after a holiday spent at the same point.

F. E. Lindahl, manager of the Cargill Elevator Company, expressed the opinion on his return from a month's visit to New York, that the volume of



export business put through will surprise the trade when it comes to be all summed up. Stuff is being worked in round lots daily he found, much of it under cover. He thinks that after providing for present future delivery contracts, and taking into account the grain likely to be sold in the interval, the surplus in this country above milling requirements will be practically exhausted during May.

## TOLEDO

E. F. BAKER - CORRESPONDENT

THE Toledo market has been somewhat quiet recently as it is found difficult to secure grain for shipment and it is difficult to arrange satisfactory sales even when the grain is finally secured. The conditions are not wholly satisfactory and this is laid to the market fluctuations brought about by the European war. There is considerable grain in the country but there seems to be some difference of opinion as to just who has it. Some are inclined to think the farmers are holding for still higher prices. Others believe the grain has been pretty well cleaned up so far as farmers are concerned in this vicinity and declare that many of the elevators have large quantities of grain stored away and are holding for higher prices. Grains coming in from this section are all of a good quality. The mills have plenty of grain to supply their demand and flour shipments for Wednesday amounted to 179,000 bushels.

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Alphonse W. Koffin, a young assistant grain inspector employed at the grain testing laboratory, died recently from injuries received when he fell from a car in this city. The rupture of a blood vessel in the head followed by cerebral hemorrhage is said to have been the immediate cause of his death. Mr. Koffin was but 24 years of age, married, and leaves beside his wife a two-year-old son.

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One of the interesting "made-in-Toledo" exhibits in the window space provided by the Guardian Trust & Savings Bank, was an exhibit of white corn products, meal, grit and hominy.

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Defiance County farmers are trying to get together for the purpose of handling grain. They are talking of erecting a 40,000-bushel elevator near one of the railways so that switches can be run to the elevator straight from the railroad track. The committee having the matter in hand consists of Charles Newton, J. Weber and Emery Elliott.

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The Okolona Grain & Stock Company of Okolona, Ohio, and the J. W. Long Elevator have been combined. The capital stock of the concern is to be increased. The company consists of 100 farmers. These two elevators have kept up a bitter competition for some time past which has been against the general grain interests. This competition has been brought to an end in a logical manner.

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W. E. Townsend, of the Townsend & Ward Company, Buffalo, has purchased the interests of President J. L. Cruikshank, and G. O. Kraft of the Fostoria Grain Company. Extensive improvements will be made on the elevator.

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Daniel Houston, of Tontogany, a man of 60 years, had his arm broken recently when it was caught in the elevator of the Royce & Coon Company, at Tontogany, recently.

\* \* \*

John Wickenheiser, well known Toledo grain dealer, has gone to California for a two months' trip. He was accompanied by his wife.

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The Lucas County Improvement Association is the name of a new organization formed in Lucas County with the backing of the Toledo Commerce Club which has as its object the securing for Lucas

County of an experiment station. The general improvement of farm products and farm lands as well as of the school system and rural interests generally will be considered by the organization. The organization will be perfected some time this month.

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Many Toledo grain men went to Custar last week to attend the funeral of Samuel Deckrosh, well known grain dealer who died, Thursday, March 3, following an operation. He was aged 47 years and left a young wife to whom he had been married but two years. There were no children. Mr. Deckrosh was a member of the firm of Krohn & Deckrosh. The elevator business will be continued.

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W. E. Tompkins, of the R. P. Lipe Company, is in Baltimore at the Johns Hopkins Hospital there. His health is reported as somewhat improved.

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Fred W. Jaeger of the firm of J. F. Zahm & Co., has been confined to his home by illness for the past couple of days.

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Local members of the Produce Exchange were much shocked and pained to learn of the death of Harry Grimes, a well known Portsmouth, Ohio, grain dealer. Mr. Grimes was well liked here and was aged 63 years. He was formerly president of the Grain Dealers' National Association. He had been a frequent Toledo caller.

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"Archie" Gassaway, Secretary of the Toledo Produce Exchange, who is well known to be a good religious fellow, strictly temperance, has been a victim of bad dreams recently. Some of his visions, he declares, are too dreadful to recount. One favorite nightmare is of a hideous creature with burning eyes like balls of fire emitting sparks with each blink, a head of long crimson hair flowing wildly like a horse's mane in the wind and a cavernous mouth, screaming madly and with clock-like regularity, "More—More." The creature has long arms and many of them like the tentacles of a devil-fish which reach out, ever threatening to clasp the victim's quivering form in its death-like embrace. Its body resembles a huge printing press and the terrific complaint of "More, more" constantly reiterated by the creature is ever preceded by the low rumbling as of a printing press. Night after night the unfortunate secretary of the 'Change meets his fearsome foe and puts in weary hours in escaping from this monster. The answer? The Toledo Produce Exchange has decided to undertake the printing of another daily newspaper in addition to the *Toledo Daily Market Report*, now in its 21st year. The new paper is known as *The Toledo Daily Market Record* and is printed by the Produce Exchange in connection with the Toledo Union Stock Yards. As Secretary Gassaway is expected to furnish "copy" for both papers it is not surprising that he is visited by nightmares.

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J. G. Steuer, local representative of Walter Fitch & Co., of Chicago, is not a "neutral." He is in fact distinctly "German" in his leanings and has earned the cognomen on the local Exchange of "special envoy of the Kaiser." Daily he meets the allies and the natural struggle ensues although it is always of verbal character. Mr. Steuer is as yet smooth faced but he threatens to grow a moustache which he declares will not outdo, but will rival, that of Kaiser Wilhelm himself.

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President F. O. Paddock, of the Toledo Produce Exchange, predicts that Toledo will soon take its place once more as a leader in the grain trade. President Paddock has led the fight of the past two years for the adjustment of freight rates giving Toledo fair treatment which resulted recently in victory, and is in a position to make predictions. In a recent interview Mr. Paddock said: "In 1903 the Elkins Law was passed and the payment of rebates to large firms was discontinued, but the railroads, instead of discriminating against some firms in the trade and in favor of others by giving rebates, began a system of rate-making which brought about

the most unjust discrimination against Toledo, and in favor of Chicago, Peoria, St. Louis and other competing points until the grain business of Toledo declined from 42,000,000 million bushels in 1900 to 11,500,000 bushels in 1909, 13,000,000 in 1910 and 15,000,000 in 1911.

After a long drawn out fight for fair dealing the Interstate Commerce Commission readjusted the rates at Toledo on a fair basis, practically 78 per cent of the Chicago rates, both export and domestic, and these rates have now been in effect four months. A new stimulus has already been given the trade at Toledo and the January business of the Exchange this year shows that fully a million more bushels of grain were handled in and out of the Toledo market than during any January in the past ten years.

## ST. LOUIS

R. O. JOHNSON - CORRESPONDENT

IF ONE should look through the reverse end of a pair of opera glasses into a crowd of one hundred speculators, he might at the distant view pick one man out of the crowd who has made money in the wheat market since war was declared in Europe. That this would be more than a fair average in all domestic markets can be put down as an axiom. In the St. Louis market one could write after it—Q.E.D.—as is done in the geometry book when the problem has been demonstrated, for the average of one in one hundred holds good, and more than good, here.

In the first place, when war started last July and wheat futures were quoted around 85 cents, the advance to slightly above \$1 a bushel was so rapid that few traders got in. When the price reached \$1.25 the trade generally began to fight the advance, owing to the domestic record-breaking crop, and got a good beating on the "short" side of the market. When May wheat, on February 5, reached \$1.62½, the record here, exports of wheat were on such an enormous scale and \$2 wheat was predicted so freely on all sides that the trade got loaded up to the limit with long wheat. "Shoestring fortunes" and pyramid accounts honeycombed the market like a sieve. It needed only some development to start terrific descent in prices, and that came when the allied fleet turned its guns on the Dardanelles.

In the crash that followed, which carried May wheat on March 5 to \$1.31½, the few traders who had temporary profits in the market saw them vanish like magic. Then when it seemed apparent that the Dardanelles would be opened very quickly, and everybody was told that the markets would be flooded with Russian wheat, the picture, without any rhyme or reason, changed over night, and before the trade could get in the May wheat option rose 20 cents in three days. Is it any wonder that "many a man is without profit in his own country"?

Where the rub comes in now, is that the trade is out of wheat, and the guess still is whether we are to have \$2 wheat before the May delivery expires. One big trader, who is one of the few that would come into view if looked for through the opera glass, thinks that \$2 wheat is assured, and puts it this way: "Farm reserves of wheat March 1 practically the same as last year, despite a crop now 100,000,000 bushels more than then, or only 17 per cent of this crop, compared with 19 per cent of the other crop, and export demands eating this surplus up at the rate of 8,000,000 to 10,000,000 bushels a week, or over five times more than last year's exports; a domestic visible wheat supply of 46,000,000 bushels, or 10,000,000 bushels under last year; shipping conditions which make risks so great that the United States, being the strongest of neutral countries, is more willing to take chances than other less powerful countries;



no definite indications that peace in Europe is liable to come until long after the May option has expired; increasing indications that the Dardanelles will be opened only after 30 or 60 days of severe fighting, even if then; the question whether Russian wheat will not be very tightly held, considering the high-priced wheat in all world's markets, and that by all reasoning Russia should hold a large percentage of her reserves until the next crop is assured; and lastly, stocks of contract wheat in Chicago, St. Louis, Minneapolis, Kansas City and other primary markets so small that, with the present light run of wheat to market, supplies will be so light in May as to make a natural corner in that month's delivery."

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Fred F. Orthwein, vice president of the W. D. Orthwein Grain Company, had an experience recently that he will remember for the remainder of his life. Mr. Orthwein, with his wife, was walking along one of the west end streets at 10 o'clock at night. A man thrust a revolver in his face and ordered him to turn over his money. Mr. Orthwein calmly told the man to put aside the gun and he would do so. He then took out his pocketbook, showed the highwayman that it contained only \$10, handed him the bill and replaced the book in his pocket. The man made no effort to rob Mrs. Orthwein of some valuable jewelry she was wearing, and after saying "thank you," walked down the street. Mr. Orthwein declared it was more like a friendly "touch" than a holdup, if it hadn't been that he was forced to look down the muzzle of "a young Krupp gun."

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John T. Milliken, the well-known St. Louis grain man, has reaped a "golden harvest." Mr. Milliken recently closed the largest mining deal in years when he sold his Golden Cycle Mine in Cripple Creek, Colorado, for \$4,500,000.

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A special committee has been appointed by President J. O. Ballard, of the St. Louis Grain Club, to act for the grain and milling interests in promoting a steel barge line between St. Louis and New Orleans. The committee consists of C. A. Morton, chairman; R. J. Pendleton, George F. Powell, E. F. Catlin and E. C. Andrews. The grain trade has been interested in the possibilities of a revival of traffic on the Mississippi River for some time. Efforts will be made to secure a guarantee of tonnage for the Barnhart Company, which is back of the steel barge line.

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A. C. Petri, representative of Bartlett-Frazier Company, Chicago, Bert Lang and others who live in St. Louis county, say that winter wheat is looking fine. This territory had heavy snows recently and there has been little loss from thawing and freezing. All indications are that the winter wheat crop will start the actual growing season under highly favorable conditions.

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Charles Rippan, traffic manager of the St. Louis Merchants' Exchange, was in Chicago recently to attend the advance rate hearing. The Merchants' Exchange is not protesting against the proposed advances, but certain rate changes are of interest to its members.

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According to the State Board of Agriculture, Missouri, is the center of the agricultural universe. The center of the improved acreage for the United States is 9.2 miles northeast of Paris, Monroe County, while the center of farm values for the United States is 14 miles southwest of Edina, Knox County.

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George C. Martin, Jr., of Goffe & Carkener Commission Company, St. Louis, placed a very bullish construction on the Government's report on farm reserves of wheat on March 1. Mr. Martin pointed out that while the 1914 wheat crop totaled 891,017,000 bushels, against 763,380,000 bushels in 1913, the reserve on March 1 was only 1,094,000 bushels more than last year, bringing the low figure of 17.2 per cent on this year's big crop, compared with 19.9

per cent on the smaller crop a year ago. With our exports running 8,000,000 bushels to 10,000,000 bushels a week, or 33 per cent more than last year, and the domestic visible supply of wheat 10,000,000 bushels under last year, Mr. Martin declared that unless something develops to relieve the demand for American wheat, supplies will be exhausted on the end of the old crop year.

\* \* \*

An official of the Federal Crop Reporting Board of the Department of Agriculture was on the St. Louis Merchants' Exchange recently, after a tour of inspection of the Southwestern Winter wheat territory. He declared that he had never seen conditions more favorable for the development of Hes-sian fly.



THERE has been considerable stir on the Chicago Board of Trade in regard to the proposal from the state capital that the weighing of grain at the terminal markets of the state be put under the charge of state officials. As this would do away with the efficient weighing departments of the Board of Trade at Chicago, Peoria, Cairo and East St. Louis, a bill for an appropriation to put this proposal in effect would meet a storm of protest, not only on the exchanges but among the shippers of the state and whole Western territory.

Few officials in any branch of the grain trade of the country are better known than H. A. Foss, chief weighmaster of the Chicago Board, whose labors to perfect the service have brought his own department and the weighing departments of other markets to a high point of efficiency. While his unvarying honesty and integrity is generally known throughout the country, it is appreciated to an even greater extent on the Chicago Board, for there it is recognized that he will not allow the slightest deviation from the rules laid down by the Board, even to accommodate the strongest operators or his closest personal friends even in the little technical matters which might be overlooked by one whose conscience demanded a less strict accounting.

It is generally believed that the movement to take the weighing of grain away from the jurisdiction of the exchanges was started through spite work in another state department, and also by the tempting pay roll which, under political control, would be a fat plum tree for favorites. The Chicago Exchange has taken no official cognizance of the matter as yet, and will probably not do so until it is formally before the people by way of an appropriation bill.

\* \* \*

Commenting on the lake carrier's proposal to limit their responsibility for grain shortage to ¼ bushel per thousand bushels carried, Secretary J. C. F. Merrill said: "To put the proposal in its crudest terms, it amounts to this; if a carrier lost or even stole a thousand bushels of grain it could be held to account only for about 50 bushels. This may not be a probability, but it is certainly a possibility and has to be considered on that ground. There are numerous times when grain boats are held up for days at the Lime Kiln Crossing or in the St. Clair River, and a dishonest employe could easily unload a large quantity of grain onto a confederate's barge, without the knowledge of the captain or other officers. It keeps alive the temptation for such practice, as the carrier would be relieved of responsibility and the thief would be under a minimum of pressure. The proposal is absurd, and it is quite certain that the shippers will not agree to any such provision."

\* \* \*

Interest in the Government investigation of the exchanges has died away since the report on our reserve supplies was published this month. The yellow journals and the self-appointed statisticians

have become silent, and the Board views the whole proceeding with derision and contempt, for every move in the whole affair was predicted from the start. When a person knows nothing about a subject, forms an opinion, and then tries to make his investigation conform to his theory when the facts in the case prove the contrary, only a fiasco, such as we have witnessed, can be expected.

\* \* \*

President Lowell Hoyt of the Council of Grain Exchanges, has about completed his list of committees for the year. The principal committee, Crop Improvement, will be in charge of Frank G. Coe, with the Corn Products Refining Company, while E. A. Doern of Pope & Eckhardt Company, is vice-chairman. The rest of the committee has not been finally decided upon, for President Hoyt is determined that the committee will be made up of workers. As Secretary Bert Ball says: "They can ride on the teeter but they will have to push." In commenting on the year's work, Secretary Ball announces his belief that we will again have a record wheat crop. "Never before," he said, "has there been so much interest in seed testing and treatment for smut. This, in addition to the favorable season, should give a bumper crop."

\* \* \*

"Sell all the wheat we can export," is Secretary Merrill's advice to the trade and to those who are interested in the food situation. "At best," he said, "we cannot export more than a million of bushels of grain a day, for there is not tonnage to carry it. If this average were kept up till the new harvest it would mean only 30,000,000 bushels decrease of our normal reserve supply. With our large surplus of potatoes, corn and fruits, this nation could much better afford to sell our high priced wheat and eat more of the cheaper foods for a month or two. Consumers and producers and exporters would gain by such a policy."



AS FAR as sensation is concerned, wheat has taken the greater part of the attention of the Indianapolis market, as it has that of every other American market, but for bulk actually bought, sold and moved, corn has been far in the lead. The total receipts of all grains in the Indianapolis market during the last month were 1,888 cars and the shipments 594 cars. Of this corn took the large figure, in receipts, of 1,578 cars. Both oats and hay passed wheat in size of receipts, the first being 508 cars and the second 196 cars. Wheat was received to the amount of 192 cars. The balance was in rye and oil cake.

\* \* \*

The Miller & Brickley Grain Company of Union dale has been incorporated with a capital stock of \$9,000. The directors are John B. Miller, Mary E. Miller and J. A. Brickley.

\* \* \*

Nothing has been done on the Indianapolis market in a long time that has exerted the invigorating effect seen now as a result of the opening of the Board of Trade's trading floor on the seventh floor of its building at Meridian and Ohio Streets. So well has the plan been received that the medium size room which was used for the first few days has had to be doubled. The enthusiastic members wanted this done in the first place, but were willing to wait and show the conservatives that the business really would demand more space.

"Business on the floor is going along excellently," said Secretary Howard, of the Board of Trade, "and we wonder how we ever did without it. The impetus which this action has given the grain trade in Indianapolis is evidenced by the constantly increasing membership. Ninety men are now entitled to the use of the trading floor, a number of firms from out of the state or from other cities in Indiana



having come in recently. Thirty have come in since the floor was opened and the monthly growth record has been broken. Trading goes on from 11 a. m. to 2 p. m., except on Saturday, when it closes at 1 p. m."

The grain and hay bought and sold on the floor is inspected by the Board of Trade inspectors and is on the tracks or in elevators in the city. Samples are placed on the tables at 11 a. m. Samples of afternoon inspections may be delivered to consignees as soon as made. William H. Howard, secretary of the board, is the auctioneer for the first month. R. C. Daus is doorkeeper.

\* \* \*

Spontaneous combustion is thought to have caused a fire which destroyed the by-product plant of the Piel Brothers Starch Company, Dover Street and Belt Railroad, with a loss of approximately \$50,000. The fire was discovered shortly after the night watchman had gone to his home early Sunday morning. Because of the high wind prevailing at the time, a second alarm was turned in.

The by-product house, a separate building from the main starch works, was situated in the south-eastern part of the grounds. It was a two-story brick building, 100x200 feet, and contained much of the most valuable machinery.

Charles W. Piel, one of the proprietors, said he thought the fire developed in a dry feeder. He praised the work of the firemen in confining the fire to the one building. The plant is closed for sixty days to make the rearrangements necessary as a result of the loss of the building. The company's by-products consist of starch feed for stock, oil cakes, etc.

\* \* \*

Burglars obtained \$13 and several checks when they blew the safe in the office of the A. C. Lockbridge elevator at Roachdale. The explosion did \$100 damage to the office.

\* \* \*

The J. B. Price elevator at Garfield was burned to the ground with a loss of \$5,000, partly covered by insurance. The fire was thought to have been set by the spark from a locomotive.

\* \* \*

The Hinshaw Elevator Company of Nora has been incorporated with a capital stock of \$20,000. The directors are E. T. Hinshaw, A. B. Hinshaw and E. A. Hinshaw.

\* \* \*

The following men have been elected to membership in the Indianapolis Board of Trade: George B. Jack, Harry M. Gentry, Saul Munter, Hugh H. Good, L. S. Hill, G. E. Linder, A. W. Masterson and W. S. McDonald, of Indianapolis, and Frank Kelley, of Frankfort, Ind.

\* \* \*

The wheat crop of southeastern Indiana up to this time looks more promising than it did up to this time last year, when the finest yield of many years was harvested. The wheat which was sown early is in fine condition. With the prospects for an unprecedented demand for American grain many Indiana farmers will plant Spring wheat as an experiment this year. A number raised Spring wheat last year, and while the crop was small, the yield was of good quality.

\* \* \*

Indiana bakers have been among those seeking an embargo on the exportation of wheat from this country. W. P. Walsh, of the Walsh Baking Company, of Evansville, sent the following dispatch to Washington:

Prices of wheat flour and rye flour are higher now than they have been since the civil war, notwithstanding we had a surplus of 300,000,000 bushels or more of wheat before the war broke out. The present high prices may be due to manipulations or they may be on account of the amount of wheat that is being exported. If our wheat is being exported it will be only a matter of a short time when we will be importers of wheat and there is no telling to what price flour will go.

\* \* \*

W. S. Wilson has been elected a member of the traffic committee of the Indianapolis Board of Trade to succeed L. C. Huesmann, who resigned owing to frequent absence from the city.

## COMMUNICATED

[We invite correspondence from everyone in any way interested in the grain trade on all topics connected therewith. We wish to see a general exchange of opinion on all subjects which pertain to the interest of the trade at large, or any branch of it.]

### A READER FOR EIGHT YEARS

*Editor American Grain Trade:*—I enclose check for subscription to the "American Grain Trade." I have been receiving this journal for about eight years continuously and I am very much pleased with it, in fact, I enjoy reading it very much. I feel that it is a good trade paper and I wish you every success.

Yours very truly, H. G. POLLOCK.  
Middle Point, Ohio.

### IDEAL CROP CONDITIONS

*Editor American Grain Trade:*—Enclosed find check for subscription to "American Grain Trade." Heavy rains and snow have made ideal conditions for wheat crop. E. W. Twist has sold his elevator to Plush & Russel, formerly at Penasola, Kan., who will continue a good business at the old stand here. E. W. Twist will retire from business for the present.

Yours truly, W. W. GIBBONS,  
Manager The Co-operative Elevator & Supply Co.  
Meade, Kan.

### A MINE OF INFORMATION

*Editor American Grain Trade:*—Your paper is unique in its field. It is ably conducted and its reports of meetings and its articles are of great assistance to every man who is interested in the economic life of the nation, since grain plays so large a part in universal welfare. I have my files complete since I first became a subscriber and they are a mine of information upon all branches of the trade.

Yours very truly, W. T. JACKMAN.  
Burlington, Vt.

### BIDS WANTED ON MACHINERY.

*Editor American Grain Trade:*—We are pleased to advise you that we have placed the contract for our new mill building, to be of concrete throughout, with the Gilsonite Construction Company of St. Louis, Mo.

The purchase of the machinery for equipping the mill will be made now without delay. Specifications for the machinery can be secured from the A. E. Baxter Engineering & Appraisal Company, Ellicott Square, Buffalo, N. Y., all bids to be opened and purchases made through Mr. Baxter's office. All builders of mill machinery and equipment are invited to make bids.

Yours truly, H. C. COLE MILLING COMPANY.  
Chester, Ill.

### WOULD WORK A HARDSHIP

*Editor American Grain Trade:*—I most earnestly believe that a law requiring the standardization of baled hay would work a hardship upon the producer or farmer and upon the customer who eventually buys the hay and I believe it would be impossible to bale the various kinds of hay at a uniform weight.

A clover mixed hay that has been cut early will bale much closer or heavier than a clear timothy hay. Also with the wild hay and real short prairie hay will bale heavier than the coarse midland hay. For the above reasons it would be impossible for an ordinary person who bales a few cars of hay each year to comply with such a law.

In our market prairie and midland hay will vary in weight from 60 to 90 pounds to the bale and timothy, timothy and clover and clover hay will vary from 80 to 125 pounds to the bale. We always advise our shippers to bale their hay between 80 and 100 pounds to the bale if possible. A bale of hay averaging from 80 to 90 pounds will sell better to the retail dealer than a bale averaging over 100 pounds, while to our logging and mining trade, where they consume the hay, they are not particular and will take any size bale just so the quality of the hay is good.

Throughout the territory tributary to this market we are constantly receiving hay from a territory that was logged over a few years back. Timothy and clover mixed are one of the first crops that a new farmer has to ship to market and the baling of the hay is usually a new work for them and the first year or two they usually have the bales too loose or too tight, but we aim to educate them after receiving their first car and letting them know how it is best to bale hay for market.

With the law requiring that hay be baled within

a variation of 5 pounds it would prohibit an average farmer from baling his own hay but he would be required to hire experts at this business in order to get his hay baled so that it could be shipped to market. It would work a hardship with the farmer and would not be of any benefit to the feeder. The only one who would be pleased to see such a law would be the retail dealer who would sell the hay out in small lots.

Yours very truly, R. M. WHITE,  
Manager Hay Dept. Randall, Gee & Mitchell Co.  
Duluth, Minn.

### MONTANA CORN

*Editor American Grain Trade:* Referring to a short article in your paper on a new variety of Montana corn, will say that I have seen the corn in question, but it is not raised in any extensive quantities and it is probable that the original reports are a little on the exploiting order. However, we are of the opinion that within the next fifteen years corn will be the principal crop of the plains region of Montana; i. e., that portion east of the Rocky Mountains.

We are finding that corns descended from varieties which were raised by the Mandan Indians in North Dakota for over three hundred years are giving very satisfactory yields. We think that the essential difference between our corn and Southern corns will be in the harvesting. The low-growing flint varieties will be harvested in the fields, while the taller dent varieties will be threshed.

Yours very truly, M. L. WILSON,  
Agent, U. S. Dept. of Agriculture.

### PROPOSED STANDARD HAY BALES IMPRACTICAL

*Editor American Grain Trade:*—With reference to the proposed law relative to standardization of baled hay, in which a variation of more than five pounds is prohibited, we consider that this would be impractical.

We receive at the New York markets probably hay that has been baled in all kinds of balers, but the three principal size bales are what are commonly known here as large bales, half bales and third bales. Large bales are those baled in upright presses and weighing from 190 to 240 pounds, the average is about 210 pounds. Half bales are frequently known as medium bales and are perpetual pressed bales, usually 17 or 18x22 inches, and range in weight from 120 to 160 pounds, and the third bale, or small bale, averaging about 80 pounds per bale.

The majority of the consumers in our city prefer large bales, but use a great many perpetual pressed bales; these are preferred in large sizes, or what we term medium bales.

As far as our markets are concerned we do not consider that it would be of any benefit to have a variation of over five pounds prohibited. It is not near as important as having the actual weight agree with the tag weight.

Yours truly, BROOKLYN HAY & GRAIN CO.,  
Brooklyn, N. Y. E. Vreeland, Sec'y.

### PERTINENT POINTS ABOUT BALED HAY

*Editor American Grain Trade:*—Referring to the present agitation in some sections for standard bales of hay let me state the following facts: Bales of hay vary in weight from 50 pounds to 250 pounds. The small two wire bales of prairie hay from Kansas and Oklahoma weigh from 50 to 65 pounds. The Nebraska, Iowa and Minnesota prairie hay weighs from 60 to 75 pounds. The two-wire bales of tame hay weigh from 75 to 100 pounds, on the average; three-wire bales from 125 pounds to 150 pounds; five-wire bales from 200 pounds to 250 pounds.

On the Eastern markets, such as New York, the three and five-wire bales are preferred to the two-wire and sell as a rule from 75 cents to \$1.00 per ton above the prices obtainable on the two-wire. On the Chicago market the smaller two-wire bale is preferred and brings a better price, 50 cents to \$1.00 more than where pressed in three or five-wire bales.

It would be very difficult at the present time to have a uniform bale made. There are a number of different makes of balers and they all make a different sized bale. It will not be practical, either, for the balers to guarantee a bale to weigh a certain weight or guarantee the weight within five pounds; for hay is continually shrinking. Hay baled shortly after it is cut will shrink at least 15 per cent and possibly as much as 25 per cent. Hay that is being baled at the present time will shrink after being



baled. It is difficult to estimate just what the exact shrinkage will be as it would depend largely upon how the hay had been kept while loose and climatic conditions. In fact, we have found that bale weights are never absolutely satisfactory. The only proper and satisfactory way to weigh hay is to have it weighed by the load as it goes into the car. By this we mean each wagon load, then when unloading have it weighed in the same manner.

We find when these methods are used there is very little complaint as to differences in weight, but there are invariably complaints when we take what is called tag-weight, that is, the hay is weighed by the bale when baled.

Yours truly,  
J. H. DEVLIN,  
Manager, Albert Miller & Co.  
Chicago, Ill.

### THE SOUTHERN SITUATION

*Editor American Grain Trade:*—We have had at Augusta, Ga., recently five uncomfortable weeks of rain. The farmer has not been able to put in any winter crops during this interval. It is not too late, however, to plant Fulghum oats, which are by far our best oats, being two weeks earlier than other oats, heavy, rust-proof and beardless; and it is not too late yet to put in wheat. Among the legumes it is not too late here to put in Hairy Vetch. We planted a year ago a very heavy crop of oats, because the outlook for corn this past summer was high; and so it was; but I should say that we have planted 25 per cent more of oats in 1914 than in 1913. The most progressive farmers have gone solidly into Fulghums. I have no doubt we have planted twenty times as much wheat as usual. Georgia made a very fair corn crop in 1914; and after our oats are off this spring, the heaviest corn crop probably in Georgia's history will be put into the ground.

Our best planters, who will cut this year their cotton crop 50 per cent, will probably find that this double crop in one year of oats and corn (and easily sold) will turn out in the end just as well for them as if they were planting 12½ to 13-cent cotton.

One interesting feature in the Southern situation is the number of mills now being built for grinding mixed foods. Corn and wheat mills, too, are being negotiated. Our grocery and commission men sold 30 per cent less than usual in the past twelve months of Western goods, such as hay and corn and oats. We are making in the South much heavier crops of these products; and our desire now is not to sell the crude but the finished product. Ground mixed foods—the perfect complete ration—are now most largely used for horses and cows. It is not only a better ration than any one single food, but it is a ration which the hostler is not tempted to steal. He could not so easily sell it as he could sell corn and oats. At any rate, the mixed ground ration being the better ration, and we having heavy amounts now of the goods that go to make up the usual commercial horse and cow mixed food, then there is no reason why the South should not have its own grinding mills. We have our own leguminous cowpea hay, corn in the shuck, molasses, oats, cotton seed meal, and of the plain grasses we have an abundance of Johnson grass, and this year we will have good amounts of Sudan grass. It seems therefore that these Southern grinding mills should find a fine opening here. We have two of them near us. Two Tennessee mills are said to have made each a big fortune. Sales of these Southern-ground foods are being made at a considerable less price than the Western can be laid down for.

Yours truly,  
N. L. WILLET.  
Augusta, Ga.

### NEBRASKA GRAIN LEGISLATION

*Editor American Grain Trade:*—After three weeks of deliberation a joint sub-committee of house and senate of the Nebraska legislature has just reported out a public warehouse bill which it is believed can be passed and the majority party's pledge in its state platform can be redeemed. At the same time most members of the committee which has patched up the seven or eight bills on the subject into the one now reported out do not believe the measure is workable. They believe the requirements of the warehouseman are such as to prevent any elevator owner from electing to do a storage business for hire.

The bill becomes by its amendments one for elevators only. In order that an elevator may come under the act it must file notice with the railway commission of intent and must secure a license from that tribunal and put up a bond large enough to cover the value of all grain which may at one time be in its possession. The license fee is nominal.

It is intended by the bill that the warehouseman shall be liable for insurance against loss by fire, or tornado, and shall deliver to the owner any grain belonging to him in the same condition as it came to the storage bins, that is, the warehouse owner shall stand any loss due to heating. This provision alone, it is said by many elevator men, would prevent any Nebraska concern going into the business. In return for assuming the risks the warehouse

owner is to receive one cent per bushel for the first fifteen days' storage, provided the grain is in carload lots, or 1½ cents per bushel if stored in less than carload lots. He shall receive a cent a month for three months thereafter and half a cent a month per bushel for all time over three months the grain shall be stored. The bill provides that "these charges shall be full compensation for receiving, handling, storing, insuring and delivering."

A peculiar thing about this legislation in the present legislature is that it has few friends. The members of the committee which drafted the substitute explained above do not want any law on the subject. Most of them have interests in farmers' elevators and the opposition to a warehouse law among them is great. But some legislators made their campaigns on the issue, it having been included in the Democratic party platform, and being almost the only tangible local issue presented in that document. They feel that they must redeem that pledge. So the measure is pushing forward in the crippled form it is now.

Yours truly,  
T. A. BROWNE.

### SOME LIGHTNING EXPERIENCES

*Editor American Grain Trade:*—Your recent editorial, and the article by G. D. Crain, in the February number on "Why the Lightning Rod?" have appealed to me as of great practical value. Like many other operators, I have had experience in rodded and unrodded buildings and know something about the subject from the practical side as well as the theoretical.

Some years ago I took the management of a house in the West on short notice. It was at the height of the season and I had my hands full making use of the equipment I had to work with, without having any time to give to looking around for possible improvements. Although the district was subject to frequent thunderstorms, I must confess that at the time the subject of lightning protection did not occur to me. The house had stood for some time and wasn't in the best of con-

dition. It was a frame structure, even to the legging and shoots, and offered a good mark to sparks or lightning. But that was up to the owners.

One day about the last of October, just as we were closing up for the night, storm clouds began to blow up from the southwest and we hurried home to get in before the rain came.

Everybody in town heard the crash following the thunderbolt, and a number of persons saw the bolt strike the elevator. Of course everybody turned out to help fight the fire, but you know what a fat chance a hand operated fire engine has against a burning elevator. As close as the heat permitted us to work we dribbled a stream of water against the siding. For all the good it did we might as well have dished it out with a tea-spoon. I was out of a job, but I had a valuable lesson as to the danger of lightning.

Another object lesson was received some years later in a house which was well rodded. The office was across the road and I watched the storm from the window. There was a stroke and thunder clap that shook the furniture, the telephone wires crackled and spit, and the elevator itself seemed to be fairly enveloped in flame. I thought of course it was all off, and that I had another burned nouse to my record. But when the shock was over the old house stood just as before. I hurried over through the rain to investigate, for it seemed impossible that that shaft of flames could have passed without doing some damage. But aside from the smell of sulphur in the air everything was as quiet and peaceful as a Sunday afternoon. The next day I examined the rodding and found that the points of the rods on one end of the cupola were melted down about six inches. I have always hated to think what would have happened to that house if the rods hadn't been there to conduct off that tremendous discharge of electricity.

I would like to see some other readers give their experiences along this line, for the importance of the subject can't be over emphasized.

Yours truly,  
ED. HYSLOP.



The Farmers' Grain Company, of Springfield, Ill., was given a judgment for \$85.65 against the Wash Railroad, on February 27.

Herbert Coffman, doing business under the firm name of Coffman Brothers, at Harrisonburg, Va., dealers in hay and grain, has made an assignment. His liabilities are \$12,000.

In the district court of New Rockland, N. D., J. W. Lobart was awarded a verdict against the Minnesota Grain Company of \$3,977.72, on a claim for grain and lumber left with the company in 1908, when Lobart sold the elevators at Warwick and McVillie, to that company.

Bankruptcy proceedings have been filed against J. L. Livermore of St. Paul, Minn., a well known dealer in grain, stocks and cotton. The liabilities are estimated at \$102,474, and the assets are as yet unknown. The failure was a surprise to the financial communities of New York and Chicago.

The J. C. Neely Company has filed suit in common pleas court against C. T. Hamilton for \$235.07. The plaintiffs say that they bought a carload of oats from the defendant, which did not come up to the sample submitted, and that they ordered a carload of corn which was not delivered. Both parties are located in Canton, Ohio.

Suit has been renewed in the Federal court of Sioux City by the Farmers' Grain Company, of Akron, Iowa, against the C. M. & St. P. Railroad for \$2,500. The grain company alleges that the cars furnished by the railroad were not fit for transportation of grain and that their employees were required to repair the cars before the grain could be shipped.

By a suit filed in the Hardin Circuit Court by Marion Hoover against Dr. A. S. Ashlock, the sale of the Glendale Elevator, at Elizabethtown, Ky., is sought to settle the partnership existing between plaintiff and defendant. The elevator company was formed in 1907 with a capital stock of \$8,500 and sold out in 1912 to the parties of the present suit for \$3,600.

The Cavers-Sturtevant Company, and the Nebraska-Iowa Grain Company, both of Omaha, Neb., have brought suits against the Walker Grain Company. The Cavers-Sturtevant Company asks \$2,460, alleging that the defendant failed to put up additional margins on a purchase of corn and that the plaintiff lost the amount named when the grain was sold "at the market." The Nebraska-Iowa Company is suing for \$1,500, profits alleged advanced by

the plaintiff and additional margin now demanded. Several cars of grain owned by the Walker Grain Company, and in the possession of the C. R. I. & P. Railroads have been attached.

T. J. Broadnax, of Broadnax & McLinney, of Kansas City, Mo., has brought suit against S. G. Bailey for \$1,755.51 for default of contact on a shipment of wheat. The plaintiff claims he held two contracts, each calling for 5,000 bushels of wheat at 83 cts. and 83¼ cts. per bushel, respectively, and that failure of Bailey to deliver cost him \$818.01 on one contract, and \$937.50 on the other.

Suits were filed in the district court by the Ft. Worth Grain & Elevator Company, Ft. Worth, Texas, against the German Alliance, Alliance, Occident, and Williamsburgh City Fire Insurance companies, to collect on policies issued on the elevator building and contents which burned last fall. The petitions in each case ask for \$10,000 damages, in addition to loss covered by the policies.

Eight charges of embezzlement, forgery and theft were laid against Joseph Arend, grain buyer for the Saskatchewan Elevator Company, at Wilkie, Sask., and he was committed for trial on each of them. He will come before the Saskatchewan assizes in March. Arend was a trusted employe of the company, who is alleged to have converted 4,200 bushels of wheat to his own use for the manipulation of grain tickets.

After being out several hours, the jury in the \$32,000 damage suit of Hiram Starks, of Perry, Mich., against the Grand Trunk railroad, gave the plaintiff judgment of \$18,936. Mr. Starks lost his elevator in the fire that wiped out the business section of Perry two years ago, the fire starting on the roof of his building and spreading to the other structures. The plaintiff charges that the blaze was started by a spark from a Grand Trunk engine. The case took up more than two weeks and close to 100 witnesses were sworn. An appeal will be made to the supreme court. There are 48 other cases pending against the railroad as a result of the fire.

The Italian Government has commandeered all merchant vessels for the purpose of transporting recent purchases of grain from Argentina.

The wheat yield of New South Wales, Australia, during the coming year is expected to reach 50,000,000 bushels with a favorable season. The high record yield of 1913 was 33,500,000 bushels.





# ELEVATOR AND GRAIN NEWS

## ILLINOIS

J. A. Bassett has succeeded Freeck & Johnson in the grain business at White Hall, Ill.

The McFadden Grain Company will erect an elevator at Topeka, Ill., in the early Spring.

The firm of Revell & Howe, grain dealers, at Camargo, Ill., has been changed to J. H. Howe.

The Arenzville-Hagener Farmers' Grain Company has opened a place of business at Arenzville, Ill.

The Browns Elevator Company of Bone Gap, Ill., has succeeded the Couch Elevator Company at that point.

W. A. Fraser recently sold his elevator at North Henderson, Ill., to the North Henderson Elevator Company.

The Farmers' Elevator Company, of Ludlow, Ill., will sell its elevator at public auction in the near future.

The capital stock of the Farmers' Grain & Coal Company, of Green Valley, Ill., has been increased from \$8,000 to \$16,000.

The elevators at Keensburg and Cowling, Ill., formerly run by the firm of Schultz & Bump, are now owned and operated by C. S. Schultz.

The elevator at Mt. Auburn, Ill., formerly operated by E. R. Ulrich & Son, has been purchased by C. P. Cline and J. C. Height of Decatur, Ill.

The annual meeting of the Wataga Farmers' Elevator Company was held February 13, at Wataga, Ill., and a dividend of \$2 per share was declared.

Burglars entered the office of the Farmers' Elevator Company, at Ridge Farm, Ill., and blew up the safe, which contained \$60 in cash and \$30 in checks.

The office safe of W. W. Dewey & Sons, at Chillicothe, Ill., was badly damaged by burglars. Nothing was secured by the robbers, who were later captured.

Alvin Weide has traded 240 acres of farm land to James Walsh for his elevator, which is located at Jerseyville, Ill. Possession will be granted on April 1.

The Savoy Grain & Coal Company of Savoy, Ill., paid a 40 per cent dividend last year. Harry Grove, who has been the manager for six years, has been retained in charge.

At the annual meeting of the Tampico Farmers' Elevator Company, held at Tampico, Ill., shareholders refused by a vote of 59 to 70 to declare a dividend of 6 per cent.

The elevator at New Holland, Ill., formerly owned by D. M. Burner Estate, is now the property of Hunter & Ritcher, who will commence operation at once. The elevator has a capacity of 25,000 bushels.

J. J. Mattern has recently traded his elevator, in Tonica, Ill., for 212 acres of land in Missouri, near St. Louis. Possession of the elevator by the new owner will not take place, however, until April 1, 1915.

J. L. Bush of Tuscola, Ill., will, in the near future, build a 25,000 to 30,000-bushel elevator, on the Illinois Central Railroad, at Hayes, Ill. He will also erect a 25,000-bushel crib bed elevator for corn at the same place.

The Halliday Elevator Company, at Cairo, Ill., and the Halliday Milling Company, will hereafter occupy the same office at the milling company's plant. The companies, however, will remain distinctive concerns.

At a recent meeting of the stockholders of the Farmers' Elevator Company, at Oneida, Ill., the following officers were elected: Hugh Greig, President; W. H. Brown, Vice President; William Masters, Treasurer; C. M. C. Brown, Secretary.

At the annual meeting of the Henkel Grain Company, in Mendota, Ill., the manager, August E. Baker, reported that the company had handled 200,000 bushels of grain within the past year. A dividend of 10 per cent was declared. The old manager was retained for another year.

J. A. Davis, who recently purchased the Mc-Masters Elevator, at Tuscola, Ill., has drawn plans for a new and modern elevator, to take place of the wooden structure, now in use. The building will be concrete throughout, and the cost is estimated at about \$15,000. It is the desire of Mr. Davis to make it the best and most up-to-date elevator along the C. E. & D. Railroad. The crib

room of the proposed building will have a capacity of 50,000 bushels, which will be an advance of 35,000 bushels over the present one.

At the annual meeting of the stockholders of the Cerro Gordo Grain & Coal Company, at Cerro Gordo, Ill., the report showed a net profit of \$61,815.41, a dividend of 15 per cent was declared. 162,996 bushels of corn, 108,444 bushels of oats, and 85,885 bushels of wheat were handled during the past year.

The incorporation of the Farmers' Elevator Company, of Granville, Ill., took place in the latter part of February. The capital stock is \$6,000. In addition to grain, they will also handle feed, lumber, flour, salt and other commodities. Charles Hartman, Philip Hoffman and Charles Dysart were the incorporators.

Efforts are being made to organize a new company, with a capital stock of \$15,000, to buy the elevator at La Hogue, Ill., which is now owned by the Farmers' Elevator Company. The company has an outstanding indebtedness of \$17,500, the liabilities being in the form of notes signed by 20 of the stockholders and directors of the said company.

## MISSOURI, KANSAS AND NEBRASKA

The Farmers' Union is contemplating the erection of an elevator at Malmo, Neb.

Barney Dinkins has leased the elevator of the W. E. Clark estate, at Croft, Kan.

It is rumored that the Kelso Grain Company will build an elevator at McCune, Kan.

In April, the Farmers' Elevator Company intend to erect an elevator at Brown Spur, Kan.

The Hynes Grain Company will install two electric motors in its elevator, at Geneva, Neb.

John McKenzie sold his elevator at Alameda (Kingman P. O.), Kans., to Peter A. Graber.

An elevator will be built in the near future at Moran, Kan., by the Moran Grain Company.

Tom K. Bell purchased the elevator of the Arkansas City Milling Company, at Peck, Kan.

An elevator will be erected at Kanopons, Kan., by the Farmers' Elevator Company, of Ellsworth.

It is reported that the Farmers' Elevator Company, at Blue Springs, Neb., will be reorganized.

The People's Grain & Coal Company at Upland, Neb., will do some repairing in the early spring.

Farmers are interested in the organization of a farmers' company to handle grain at Polk, Neb.

An automatic scale was installed in the elevator of the Farmers' Elevator Company, at Wilson, Kan.

J. D. Mann will install a new shipping scale in his elevator at Montrose, Mo.

Jacob Ehlers has succeeded Lorenz Stahl as manager for the Greta Elevator Company, at Greta, Neb.

The Farmers' Grain & Supply Company will erect a new elevator on the Santa Fe Railroad at Galva, Kan.

The farmers of Germantown, Neb., are interested in the organization of an elevator company at that point.

The G. L. Frederick Grain Company sold its elevator at Union Star, Mo., to W. C. Evans, of Shroyer.

An oil engine was recently installed in the elevator of the Belleville Elevator Company, at Belleville, Kan.

A new elevator will be erected at Lorraine, Kan., by the Lorraine Grain, Fuel & Stock Company, in the Spring.

The organization of a farmers' elevator company at Oak, Neb., is practically assured and an elevator will be built.

J. P. Horner, owner of the elevator at Brewster, Kan., will build elevators at Edson, Kan., and Flager, Colo.

At the annual meeting of the Farmers' Grain Company, recently held at Pierce, Neb., Joseph Wolf was elected president and Julius Kurl, secretary.

The Aetna Mill & Elevator Company, of Wellington, Kan., will start, in a few days, to erect eight concrete storage tanks, with a combined storage capacity of 200,000 bushels. This will give the company a total storage capacity of 300,000 bushels in

this city, and 100,000 bushels in its 13 country elevators.

J. Heinen purchased R. J. Courter's elevator at Wentmore, Kan. The elevator has a capacity of 7,000 bushels.

O. A. Tablott & Co. have recently announced that they will build a couple of elevators at Laclede, Mo., this year.

Farmers near Garden City, Kan., are interested in a grain elevator proposition, and may build an elevator at that point.

R. D. McDonald, who has been operating the Evans Grain Company's elevator at South Bend, Neb., has sold out his interest.

It has been reported that the J. L. Frederick Grain Company will build an elevator at Ferrelview (North Kansas City P. O.), Mo.

R. A. Danskin is remodeling his elevator at Powell, Neb. The R. M. Van Ness Construction Company of Omaha is doing the work.

At a recent meeting of the Albion Elevator Company at Albion, Neb., C. H. Spaulding was elected secretary and P. J. Mullin, treasurer.

The Ellinwood Mill & Elevator Company, of Ellinwood, Kan., recently organized and incorporated, will continue under the old management.

The Rock Milling & Elevator Company, at Hutchinson, Kan., will increase the handling capacity of its workhouse and double its storage capacity.

The warehouse of the "B" mill of the Red Star Mill & Elevator Company, of Wichita, Kan., has been remodeled and the storage capacity increased.

A larger engine will be installed in the elevator of F. H. Farris of Lockwood, Mo. The elevator was recently purchased by Mr. Farris from E. Lammers.

It is reported that L. L. Coryell, of Auburn, has leased the elevator of the Bartling Elevator Company at Douglas, Neb. F. R. Allgood is the manager.

E. W. Twist has sold his elevator at Meade, Kan., to Plush & Russell, formerly at Penalosa, Kan. E. W. Twist will retire from the business for the present.

Hugh Baker, of Burlington, Colo., has succeeded J. W. Germann & Sons, at Kanorado, Kan. The elevator will be operated in connection with his other stations.

The Farmers' Elevator Company of Chester, Neb., is tearing down the old elevator which it recently purchased, and will erect a modern structure on the site.

The Farmers' Co-operative Association, at Concord, Neb., was recently incorporated with a capital stock of \$25,000. An elevator will be constructed at once.

Work of rebuilding the office of the P. B. Mann-Ancor Grain Company's Elevator, which was destroyed by fire last week at Randolph, Neb., is now in progress.

Amos Richolson, of Salina, has purchased the interest of O. V. Steward in the mill and elevator at Shady Bend, Kan., and will take personal charge of the plant.

The Rockville Equity Grain Company of Rockville, Mo., was incorporated recently by M. J. Rapp, George Gench and G. N. Russell with a stock valuation of \$10,000.

A 10,000-bushel elevator will be erected at Marquette, Kan., to take the place of a portable elevator now in use, in the Spring, by the Marquette Produce Company.

The plans for an elevator to be built at Concordia, Mo., have been drawn by the Concordia Mill & Elevator Company. Operation for same will begin some time in April.

The Grain Belt Elevator Company, of Wright, Kan., is building two concrete tanks with a capacity of 20,000 bushels, as an addition to its present storage. The work is being done by the Burrell Engineering & Construction Company of Chicago.

The following officers were elected at the annual meeting of the stockholders of the Cortland Farmers' Elevator Company, at Cortland, Neb.: President, J. T. Whalen; vice president, C. C. Wolfe; secretary, W. E. Robbins; treasurer, David Boesinger. Directors, Fred Hartwig, J. T. Whalen, Will Pape, J. E. Compton and C. C. Wolfe. A divi-



dend of 11½ per cent was declared, eight per cent cash and the remainder placed in the sinking fund. During the year 197,216 bushels of grain were handled by the company.

A meeting of the Farmers' Elevator Company of Oakland, Neb., was held February 15, but no definite action was taken as to whether the company will buy or build an elevator at that place.

The Alley Grain Company, of Princeton, Mo., is making extensive repairs on its elevator and increasing the capacity, after plans furnished by the Burrell Engineering & Construction Company of Chicago.

The Farmers' Elevator Company, at Langdon, Kan., will erect a 25,000-bushel elevator on the site of the present house, which will be wrecked. The plans have been completed, and the contract will soon be let.

In addition to installing an automatic scale, the Farmers' Grain Company, of Alexandria, Neb., has enlarged its cupola and made other repairs. The R. M. Van Ness Construction Company of Omaha had the contract.

A 15,000-bushel elevator will be erected on the M. K. & T. Railroad at Appleton City, Mo., by J. D. Mann, of Montrose. It will be equipped with sheller, cleaner, feed rolls, two elevator legs, 25-horsepower engine, and scales.

At a recent meeting of the stockholders of the Farmers' Grain & Coal Company at Elyria, Neb., it was decided to move the old elevator and build a new house instead of overhauling the old building, as had been planned.

It is the intention of the Farmers' Co-operative Association of Edgar, Neb., to build an elevator at that point, and with it do a general business, including the purchasing, selling and shipping of grain, live stock, coal and lumber.

The Farmers' Union Exchange recently incorporated to build an elevator at Marquette, Kan.; capital stock, \$6,000. Incorporators, S. D. Myers, J. W. Burnison, F. Lindstrom, C. Yowell, A. W. Holler, S. Ellrick and W. L. Hughes.

The 15,000-bushel elevator of the Carlisle Elevator Company, at Brogue, Kan., has been completed. The house is of studded construction on a concrete foundation. The R. M. Van Ness Construction Company of Omaha had the contract.

A wrecking company is tearing down the old E. E. Day grain elevator which has stood on the Missouri Pacific right of way at Weeping Water, Neb., for over 32 years, having been built in July and August, 1882. The elevator was used by Mr. Day until a little more than a year ago, when he built a new one, which he is now using.

Okolona Grain & Stock Company of Napoleon, Neb., has purchased its competitor, the J. W. Long Elevator. The company, composed of about 100 farmers in that vicinity, will increase its capital stock to provide for the \$7,500 consideration and to carry on the business. Frank Long, the manager of the elevator for many years, will remain in the organization.

## IOWA

The Neola elevator office, at Neola, Iowa, is being remodeled.

The elevator at Dike, Iowa, owned by J. A. Friedrichs, is being entirely remodeled.

D. C. Reynolds has installed a 7½-horsepower motor in his elevator at Elliott, Iowa.

A new engine will be installed in the elevator of F. O. Hocum, at Varina, Iowa, in the near future.

A new building will be erected by the Farmers' Elevator Company, at Dunkerton, Iowa, this Spring.

The Farmers' Elevator Company, at Geneva, Iowa, will remodel its elevator and lower the driveway.

The E. M. Lansing Grain Company of La Fayette (R. D. Alburnett), Iowa, has installed a 5-ton wagon scale.

The elevator at Inwood, Iowa, was recently sold by A. D. Erickson to C. A. Anderson and O. H. Moon.

O. Kaerberle & Co. have installed a 4-ton type registering beam wagon scale in their elevator at Newhall, Iowa.

The Farmers' Grain Company has installed an 11-horsepower gas engine in its elevator at Flugstad, Iowa.

Peter Hatterscheid will build a new office, at Corwith, Iowa, to replace the one destroyed by fire on December 24.

The J. A. Gray Elevator at Onawa, Iowa, has been purchased by R. B. Harper and his son-in-law, Mark Murphy. They will take possession on April 1.

On March 1, Lawrence O. Thompson of Meltenville, Iowa, became associated with his father, O. J. Thompson, in the elevator business at Northwood, Iowa. The elevator has just recently been pur-

chased by Mr. Thompson from the Farmers' Co-operative Company.

The elevators at Woodward and Moran, Iowa, were purchased by W. W. Cook from W. W. Horos, of Woodward.

A 1,250-bushel automatic scale was recently installed in the elevator of the Manly Grain Company, at Manly, Iowa.

L. A. Windhurst has sold his interests in the grain business at Jacobs (Grinnell P. O.), Iowa, to W. C. Williams.

The Updike Grain Company, of Lake View, Iowa, will install a new engine and increase the size of the elevator leg.

At a recent meeting of the Farmers' Elevator Company, at Coon Rapids, Iowa, Earl Timme was elected manager.

The contract was awarded on March 1 for a 25,000 bushel cribbed elevator to be constructed at Whitten, Iowa, for A. J. Mabbie.

A contract has been recently let for a 20,000-bushel elevator to be erected at Cushing, Iowa, by C. E. Lowry & Son, of that place.

The Iowa Investment Company, of Waterloo, is building a 12,000-bushel cribbed elevator at Glasgow (Waterloo P. O.), Iowa.

The Farmers' Elevator Company, of Fonda, Iowa, is contemplating the erection of a new office and the installation of a larger engine.

On March 1, Roy Paulson succeeded Charles Beavers as buyer at the Davenport Elevator, operated by J. F. Dow & Co., at Superior, Iowa.

The Hynes Elevator Company, at Vincent, Iowa, shut down recently in order to install a new elevator leg, and make general repairs.

The Farmers' Elevator Company, at Livermore, Iowa, has installed a 9-horsepower engine, and will probably raise and remodel its elevator.

A. B. Wade has bought the grain business, formerly operated by R. M. Kinsman, at Woodward, Iowa, and will resume operation immediately.

The Cizek Company of Clutier, Iowa, has recently sold \$10,000 worth of stock, and with this additional capital will erect an elevator at that place.

H. S. Johnson, manager of the Elberon Farmers' Grain & Supply Company, of Elberon, Iowa, reported recently that the elevator would be remodeled this Spring.

Charles Dozler Grain Company, of Templeton, Iowa, expects to erect a 40,000-bushel elevator at Bayard, Iowa. The contract for same will be given some time before May 1.

The Farmers' Elevator Company, of Ritter (Sheldon P. O.), Iowa, has installed a 12-horsepower engine in the elevator, and is supplying both it and the town with electricity.

Charles A. Huck resigned as agent for the Atlas Elevator Company, of Struble, Iowa, on March 1, in order to become manager of the Davenport Elevator Company, at Melvin, Iowa.

N. T. Leech, manager of the Jackson Grain Company, at Williamsburg, Iowa, for the past 11 years, has resigned and will become manager of the Liberty Elevator Company, at Kinross, Iowa, soon.

Frank Chatman was elected president of the Farmers' Elevator Company at the recent annual meeting, held at Orchard, Iowa. Other officers are: Vice-president, Robert Clark; secretary, Peter Brehm; and Manager, Mr. Gleason.

A deal was made recently whereby J. W. Crawford disposed of his elevator and ice business in Emerson, Iowa, to A. O. Swisher of Hastings, Iowa. Possession will be given March 1 or as soon as Mr. Crawford can get the elevator emptied.

J. M. Hathaway, E. S. Dorward, Mike Mikkleson and F. A. Reese were elected directors of the Farmers' Elevator Company at Turin, Iowa. The company was organized a short time ago, with the capital stock of \$15,000, \$8,000 of which has been paid.

The directors of the Farmers' Elevator Company, of Tama, Iowa, held a meeting recently, went over the business of the year, and from that data, decided to begin the erection of a modern elevator at an early date. At this meeting the officers of the year were elected. They are: President, George Dolezal; vice-president, L. E. Mericle; treasurer, L. M. Bissell. H. B. Cory was elected manager for another year.

A reinforced concrete elevator, costing approximately \$150,000, will be erected by the Mystic Milling Company of Sioux City, Iowa, on the site of the Sioux City Terminal Elevator, which was destroyed by fire last summer, providing the Terminal Elevator Company gives the milling company a clear title to the site on which the former structure was located. This will undoubtedly be done, as the stock holders of the grain company, at their annual meeting, authorized their directors to enter into an agreement with the milling company for the purpose of reconstructing the grain house. H. J. Hutton, president of the Mystic Com-

pany, recently declared that the elevator will be complete to handle the crops of 1915. The former house had a capacity of 400,000 bushels. The following directors of the Terminal Elevator Company were re-elected: L. T. Kellogg, W. B. Palmer, H. J. Hutton, B. H. Kinsbury, John C. Kelly, John McHugh, O. J. Moore, H. P. Guiney, W. H. Bech, F. M. Pelletier and W. S. Gilman.

## EASTERN

Machinery is being installed in the new elevator of the Ralston Purina Company, at Buffalo, N. Y.

The Taunton Grain Company of Taunton (North Dighton P. O.), Mass., has recently installed a lower shovel.

Henry Little of Plymouth, N. H., recently purchased the grain business of Wm. Patterson and will combine it with his coal business.

The Harder Grain & Coal Company of Springfield, Mass., who recently purchased the ice business of George M. Lyman, of Springfield, Mass., has built an addition to its storehouse.

The R. G. Smith Company was recently incorporated at Wilmington, Del., with a capital stock of \$25,000, by F. D. Buck, G. W. Dillman and M. L. Harty, to operate a grain elevator and do a general grain and feed business.

The Sparrow-Brigham Grain Company has bought the grain business of Albert Carr, and will consolidate it with the grain business recently acquired from the J. Wadsworth Company. The company is located in Northboro, Mass.

The excavations are now being made for a 900,000-bushel reinforced concrete grain elevator for the Western Maryland Railroad at Port Covington, Baltimore, Md. It will consist of 24 tanks with 15 interspace bins. It will also have a workhouse and a large grain drier. The working house will be also of reinforced concrete with square bins, and will have dimensions of 62x72 ft. The contract for the entire plant was placed with the Grain Elevator Department of James Stewart & Co., of Chicago.

## MINNESOTA AND WISCONSIN

Improvements will be made upon the elevator of E. L. Barnes, at Milton, Wis.

At Adell, Wis., A. Finnegan & Son have purchased the elevator of Nick J. Marx.

Larson Brothers have leased the warehouse of Steig & Torgerson, at Whitehall, Wis.

A 15-horsepower motor will be installed in the elevator of N. C. Foster, at Fairchild, Wis.

F. A. Schrader has succeeded George M. Pierce & Son in the grain business, at Brodhead, Wis.

E. M. Strasburg sold his elevator at Deannville (Marshall P. O.), Wis., to Frank Kleinschmidt.

An elevator will be erected at Plummer, Minn., by the Farmers' Co-operative Company, in the near future.

The elevator of the National Elevator Company, at Melrose, Minn., has recently been closed for the season.

Farmers in the vicinity of Beardsley, Minn., are subscribing for stock in a farmers' elevator to be built at that place.

The elevator of Peterson & Piechowski, at Red Granite, Wis., which was recently damaged by fire, will be repaired soon.

F. A. Yerkes recently purchased the elevator of Theodore Lau, at Reeseville, Wis., and will put his son in charge of same.

G. W. Van Dusen & Co. sold their elevator at Eyota, Minn., to J. B. Leveille. Possession will be given Mr. Leveille on July 1.

The Farmers' Elevator Company, at Carlisle, Minn., reopened its elevator in the latter part of February, with Henry Sethe in charge.

M. Eliason, proprietor of the Eliason Grain Company, of Sacred Heart, Minn., sold his elevator to Ole Colin, who will take charge on April 1.

The elevator of the Coleman Company, of Coleman, Wis., was sold to the Coleman State Bank at sheriff's sale and is not in operation at present.

At a recent meeting of the stockholders of the Farmers' Co-operative Elevator Company, at Tomah, Wis., it was decided by a vote of 53 to 47 to sell the elevator.

The Farmers' Equity Association at Green Isle, Minn., has purchased the grain elevator at that place from D. Sweeny and took possession on March 1.

The old Farmers' Elevator Company, at Edgerton, Minn., was finally dissolved, recently, the new Edgerton Farmers' Co-operative Association taking over the property and business. Fred Uilk has been retained as manager.

C. C. Gray, wholesale hay and grain dealer, will build an elevator at Plato Ave. and Custer St., St. Paul, Minn., to replace the one which was destroyed by fire last October. Work on the new elevator will be started in the Spring. It will be



of 50,000 bushels capacity, and will occupy a site 150x150 feet.

M. A. Smith, secretary of the Alto Telephone Company, has bought a half interest in the grain business conducted by A. F. Bornsheim, of Brandon, Wis.

At the annual meeting of the Wisconsin Grain & Warehouse Company, held at Superior, Wis., February 13, Edward McKinnon was re-elected secretary and treasurer.

Messrs. D. D. Lewis and Benjamin G. Thomas have purchased the warehouses and grain business of Joseph Cutler at Dodgeville, Wis., and will take possession about April 1.

Mr. Wagner of South Dakota has succeeded Will Giefer as buyer for the Commander Elevator Company, at Empire, Minn. The elevator has recently been remodeled and put into first-class condition.

In the near future, the Monarch Elevator Company will commence the rebuilding of the elevator at Carthage Junction, Minn., recently destroyed by fire. A 30,000-bushel house will be erected, with added improvements and conveniences for the handling of grain.

## SOUTHERN AND SOUTHWESTERN

An elevator, the capacity of which will be 5,000 bushels, will soon be constructed at Clovis, N. M.

A grain elevator will be built at Melrose, N. M., by the Burdick Grain Company in the near future.

It is announced that the farmers of Banner, Okla., will build a 20,000-bushel elevator there in the near future.

Reports say that a terminal elevator may be built on the Mississippi River at Vicksburg, Miss., in the near future.

It is said that W. H. Moore, of the Palmetto Brokerage Company, will build a \$10,000 grain elevator at Greenville, S. C.

G. G. Blacke, of Hollister, Okla., is raising his elevator and making it 10 feet higher, also installing a cleaner and grinder.

T. S. Jackson, D. E. McInnes and E. L. Robbins are promoting a company to construct a grain elevator at Hattiesburg, Miss.

George Gerlach recently purchased the elevator formerly belonging to the Higgins Mill & Elevator Company, at Higgins, Texas.

The Cunningham Commission Company will rebuild its elevator, destroyed by fire last June, at Little Rock, Ark., at a cost of \$20,000.

The repairs on the elevator of the Enid Mill & Elevator Company, at Enid, Okla., have been completed and the plant is again in operation.

W. B. Redus & Sons, one of the leading mercantile firms of Shannon, Miss., have just completed arrangements for the erection of an elevator at that place.

The Farmers' Grain & Elevator Company has been organized at Anderson, S. C., with a capital stock of \$40,000. P. A. Whaley is secretary of the company.

The McGregor Milling & Grain Company will build an 80,000-bushel addition to its elevator at McGregor, Texas, thereby doubling the capacity of the house.

A 6-inch iron spout to transfer grain from one elevator to another, is being installed in the elevator of the Panther City Grain Company, at Fort Worth, Texas.

The McIntyre Brothers of Hitchcock, Okla., have sold their elevator at that point to J. H. Schultz for \$6,000. Mr. Schultz will take possession of same on March 15.

The Dixie Flour & Grain Company of Laurens, S. C., has been commissioned, with a capital of \$10,000. The petitioners are: F. K. Spratt, John Spratt and J. C. Todd.

The Plano Grain & Ice Company, at Plano, Texas, has just been incorporated. The capital stock is valued at \$10,000. The incorporators are: R. W. Sandifer, J. A. Whitten and G. W. Whitten.

The new Sunset Elevator at Galveston, Texas, will be completed on time if present indications hold good. The house is to be put into operation on June 15. An Ellis Drier will be installed.

A new concrete elevator at McKinney, Texas, has just been completed, and will be ready for operation in a short time. The elevator is owned by the Collin County Mill & Elevator Company.

C. R. Latto, an elevator man of Beggs, Okla., recently visited Secretary Blakely of the Chamber of Commerce, of Bartlesville, Okla., to determine the feasibility of the erection of a grain elevator in that city.

The Woodward Cotton Company is going to erect a 20,000-bushel grain elevator at Woodward, Okla., which will be equipped with automatic scales, Eureka Receiving Separators, Cleaners, Scourers and Smutters. The location of same will be on the industrial tracks of the Santa Fe and the M. K. &

T. Railroads, and the plant will be known as the Electric Model Mill & Elevator.

L. C. McNabb, C. M. Gay and John Romans of Sallisaw, Okla., have perfected the organization of a company with capital stock of \$10,000, for the purpose of installing a grain elevator at that place.

A. E. Stephenson will put up an elevator along the Rock Island Railroad, at Enid, Okla. The capacity of the proposed elevator will be 50,000 bushels. The date for completion for business is May 1.

The Marlboro Grain & Elevator Company of Bennettsville, S. C., is building a 50-barrel flour and corn mill and grain elevator. The company is headed by D. D. McColl, T. C. Hammer and John L. Breeden.

The Forest Lumber Company has sold its elevator and grain business, at Afton, Okla., to the Abdersib Grain Company, of Wichita, Kan. The new proprietors are expected to take possession on March 1.

The Kentucky Storage Warehouse Company, of Corydon, Ky., has recently been incorporated with a capital stock of \$15,000, to operate a bonded warehouse for the handling of storage grain, etc. Warehouse "A" of 50,000-bushel capacity has just been completed. J. E. Stapp is president of the company, and L. O. Stapp, manager.

Natchez is to have one of the largest elevators in the state of Mississippi, according to an announcement made recently. A firm has been formed under the name of Neely Bros. & Co., which will operate the new plant. Construction work will be started within the next 30 days. It will have an initial capacity of 40,000 bushels.

## OHIO, INDIANA AND MICHIGAN

Otto Leforge purchased the elevator of McComas & Hornbeck, at Rossview, Ind.

The elevator owned by W. J. Ladd & Co., of Free Land Park, Ind., is being remodeled.

The elevator of Howard Townsend, at Mingo, Ohio, was sold a short time ago.

H. Hall, of Union Centre, Ohio, recently purchased the elevator of Frank P. Dorn, of Madison Mills, Ohio.

The Harris Mill & Elevator Company, of Kenton, Ohio, recently sold its property to W. S. Snyder, of that place.

George H. Brooks has succeeded W. H. Van Constant as manager for the John Hicks elevator, at St. John, Mich.

The Clover Leaf Elevator, Clarks Hill, Ind., which was destroyed by fire last August, will be rebuilt at an early date.

The Union Grain & Coal Company, of Anderson, Ind., will install a 20-horsepower motor in its elevator in the near future.

The elevator of E. E. Miller & Co., at Savannah, Ohio, which was destroyed by fire on December 18, will be rebuilt this coming Spring.

A group of farmers are planning to take over the plant of the Fremont (Ohio) Elevator Company, under a co-operative system.

It is reported, that Petersime & Toman of Gettysburg, Ohio, have installed an electric motor at their elevator, replacing gasoline power.

The Connell-Anderson Grain Company, of Bentonville, Ind., intends to make extensive repairs on the elevator recently purchased at that point.

H. H. Ludwig and George Mohr are preparing to erect a grain elevator at Van Wert, Ohio. It will be adjacent to the Pennsylvania Railroad tracks.

The Luckey Elevator Company, of Luckey, Ohio, will install a new grain cleaner and erect an additional warehouse, also make a number of repairs.

De Bolt & Niswonger, who operate elevators at Princeton, Ind., and at Ansonia, have secured a lease on the elevator of G. O. Cruikshank at Hamler, Ohio.

Andrew Mohr recently purchased the interest of M. W. Mercer in the firm of Mohr & Mercer, of De Graff, Ohio, and is operating the elevator under his own name.

The Wolcottville Shippers' Association has been organized to deal in grain and other farm products at Wolcottville, Ind. The directors are: J. A. Reinhold, Wm. Wolf and I. E. Brill.

The Radnor Elevator Company of Meredith, Ohio has placed its contract with the Burrell Engineering & Construction Co., of Chicago, for a 10,000-bushel crib construction grain elevator.

A general elevator business has been organized at Tipton, Ohio, with a stock capitalization of \$15,000. Arthur Harris, Hugh E. Griffiths, Harvey Little, Stephen E. Lee and Frank Griffiths are the incorporators.

A movement is on foot to organize a company for the building of an up-to-date grain elevator and bonded warehouse, at Grand Rapids, Mich. Fred N. Rowe and L. F. Peabody are among those in-

terested in the enterprise. The fireproof concrete buildings, it is estimated, will cost around \$200,000.

L. L. Cass has sold his Weston elevator to a corporation of farmers, of which John H. Whitker is president. The elevator is located at Weston, Ohio.

Flinn & Gaunt of Earl Park, Ind., are remodeling their elevator and increasing the storage capacity to 40,000 bushels. The Burrell Engineering & Construction Co., of Chicago, has the contract.

Graff Brothers of Burkett, Ind., are tearing down their old elevator and will replace it with a new one of 15,000 bushels' capacity. The work is being done by the Burrell Engineering & Construction Co. of Chicago.

The Farmers' Grain Company at New Carlisle, Ind., has recently been incorporated, with a capital stock of \$10,000. The directors of the company are: Ralph Bennett, Marion Switzer, Charles Bates and others.

The Hinshaw Elevator Company, at Nora, Ind., has recently been incorporated. The capital valuation is \$20,000. Directors of the company are as follows: Francis T. Hinshaw, Asa B. Hinshaw and Emma A. Hinshaw.

The incorporation of the Nickel Plate Elevator Company, Cleveland, Ohio, took place on February 18. The capital stock is worth \$50,000. L. D. Greenfield, J. Freund, Charles Kovanda, E. J. Albi and E. J. Kovanda are the directors thereof.

Starr Brothers of Winamac, Ind., have awarded a contract to the Burrell Engineering & Construction Co., of Chicago, for a 30,000-bushel reinforced concrete grain elevator. It will be equipped with two legs, automatic scale, and run by electric power.

It is reported, that E. N. Pierce, of the Fostoria Grain Company, Fostoria, has purchased the interest of W. M. Wright in the elevator of Cruikshank & Wright, at Prairie Depot, Ohio, and will take active management of the business some time in March.

A modern 11,000-bushel elevator, which was erected to replace the one burned November 15, has just been completed by O. W. Linkhart & Son, at Port William, Ohio. The construction includes metal siding and the equipment is of the latest improved character.

The Middleton Farmers' Elevator Company, of Middleton, Mich., successor to the Middleton Gleaner Farmers' Elevator Company, recently elected the following officers: P. Blank, President; J. A. Staley, Vice President; J. D. Smith, Secretary; and E. H. Shinline, Treasurer.

## THE DAKOTAS

Fred Braun purchased the elevator interests of the firm of Schwegert-Ewald at Hebron, N. D.

Mr. Thiesen, who recently purchased the elevator at Woonsocket, S. D., will start operation in the near future.

Herman Olson and O. M. Stravig of Roslyn, S. D., bought the elevator at that point from the McMullen-Osborn Company.

The Farmers' Elevator Company, of Van Hook, N. D., has just completed the construction of its elevator at that point.

The Independent Elevator Company is now operating an elevator at Carthage, S. D., with F. J. Harrington as manager.

The Decker Elevator Company has sold its elevator at Fort Pierre, S. D., to Farrell & Ostendorf, but is operating the rest of its houses.

The George C. Bagley Company, of Minneapolis, Minn., sold its elevator at Bucyrus, N. D., to the Farmers' Elevator Company, of Bucyrus.

The Siberg Brothers & Craig Company have purchased the elevator of the Farmers' Union Elevator Company at Spottsville (Tulare P. O.), S. D.

The Occident Elevator Company has completed the erection of its coal sheds, at Flasher, N. D., and will handle coal in addition to grain.

The machinery stock of Ed. Abrahamson of De Lamere, N. D., was purchased by the Farmers' Equity Elevator Company, De Lamere, N. D.

Otto Aubol, of the firm of Aubol & Bryn, of Berwick, N. D., has sold his interests in the Farmers' Elevator at that point to Peter Teigen of Rugby, N. D.

The Tieden Elevator Company, at Jefferson, S. D., is installing a 20-horsepower engine. Ray J. Authier recently succeeded Wm. Radigan as manager of the company.

George Brem, known as the mayor of Ops, N. D., who has had charge of an elevator at that point, the past season, has closed the house and it is reported that he may go into the grain business at Conway, N. D.

The directors of the Farmers' Equity Elevator Company recently held a meeting to go over the business of the retiring manager, C. J. Holm. Everything was found in good condition. Something like 154,000 bushels of grain were handled by the elevator from July 1 to February 1, 1915.



and a net profit of \$4,702.15 had been cleared. The new manager, E. E. Evans, assumed charge about a month ago.

The Farmers' Elevator Company, of Dimock, S. D., has purchased Wait & Danna's elevator at that point, and now possess a storage capacity of 50,000 bushels in the two elevators.

W. C. Goebel, of Dickinson, N. D., bought the elevator and feed business at that place, from the Dickinson Roller Mill Company, and took possession of the property on February 13.

It is said that the farmers of Faulkton, S. D., are trying to organize a stock company, to be known as the Farmers' Elevator Company, to construct an elevator at that place.

It is reported at Drake, N. D., that the Soo Railroad has ordered the elevator companies with elevators at that place, to move them by Spring, so that another sidetrack can be installed by the road.

A special meeting of the stockholders of the Farmers' Elevator Company was held a short time ago, at which they decided to sell the elevator and coal sheds to the Manfred Co-operative Grain Company, of Manfred, N. D.

The annual meeting of the Mayville Farmers' Elevator Company, at Mayville, N. D., was recently held, and the affairs of the company were found to be in excellent shape. The old board of directors was reelected; the following are the names of same: F. G. Shelten, O. Skarperud, J. C. Leum, N. T. Nelson, S. S. Wenasas and Theo. Andrew.

#### CANADIAN

It is reported that the Ellison Grain Company will build an elevator at Magrath, Alta., Can., in the near future.

The James W. Mohler Elevator Company, managed by Wm. S. Mohler, is making extensive repairs and alterations in its elevator at Strome, Alta., Can.

The elevator of the Alberta Grain Company, at Montreal, Que., has not been opened this season on account of alterations. The elevator is being subdivided into 20 bins, having formerly only 11 bins. Another leg is also being installed.

Work will be started on the government elevator at Vancouver, B. C., in April, and it is hoped that the 1,250,000-bushel house will be completed by November. Work on the foundation has already begun, and the structure will be rushed for completion for the handling of this year's grain. The site of the elevator on the shore end of government dock will give the elevator the best of loading and unloading facilities both by land and water, as there is plenty of room on the land side for trackage. The elevator will have a bulk grain discharging capacity of 60,000 bushels per hour and a loading capacity of 18 cars per hour.

#### WESTERN

An elevator is being erected by the Calhan Elevator Company at Calhan, Colo.

A wheat elevator will be erected by G. M. Huffaker, at Tooele, Utah, this summer.

A 20,000-bushel elevator was recently completed at Kingmonet, Mont., for the George C. Bagley Elevator Company.

The headquarters of the Oregon Mill & Elevator Company was recently removed from Rock Creek to Haines, Ore.

The Montana Central Elevator Company has erected a 30,000-bushel elevator at Anceney (Manhattan P. O.), Mont.

The Occident Elevator Company has installed a grain cleaner in the elevator at Shepard Station (Huntley P. O.), Mont.

John L. Craib & Co., of Seattle, Wash., were incorporated recently, with a capital of \$10,000. They will deal in grain and feed.

It is reported that an elevator will be erected at Amsterdam, Idaho. Stephens Brothers and C. E. Holderman, both of that place, are interested.

The Farmers' Union Warehouse Company, of Palouse, Wash., handled 380,000 bushels of wheat last year. New machinery is being installed for the coming season.

The Lamar Mill & Elevator Company, of Lamar, Colo., is building a 100,000-bushel concrete elevator, the contract for which was let to the Burrell Engineering & Construction Company of Chicago.

Articles of incorporation were filed by the Musselshell Valley & Grain Company, at Helena, Mont., March 5. The company is incorporated for \$25,000. The incorporators are: A. R. Thurston, T. E. Carlson, and Ole Paulson.

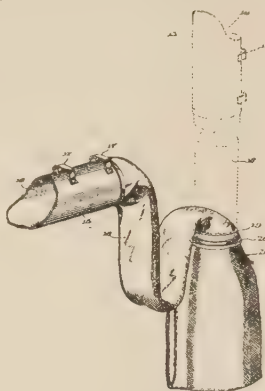
The stockholders of the Farmers' Union Elevator Company recently held their annual meeting at Clarkston, Wash. The manager, A. J. Webster, reports that the company handled 380,000 bushels of grain last year. The plan of the company is to operate at a very minimum profit. An eight per cent dividend was declared, and the balance of the earnings was placed in the surplus fund.

## GRAIN TRADE PATENTS

Bearing Date of February 9, 1915

Device for Handling and Bagging Grain.—Frank Lester Petrie, Redwood, N. Y. Filed April 18, 1914. No. 1,128,183. See cut.

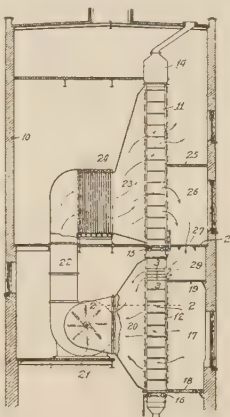
Claim.—A bagging device comprising a tubular scoop having projecting handles, a flexible duct connected with the discharge end of said scoop, said duct being tapered



in the direction of its discharge end, a tapering bag supporting band having its small end connected with the small end of the duct, and a hoop externally engaging the tapering bag supporting band, said hoop being of smaller diameter than the large end of the band.

Grain Drier.—Hubert C. Ellis, Chicago, Ill., assignor to Ellis Drier & Elevator Company, Chicago, Ill., a corporation of Wisconsin. Filed September 12, 1914. No. 1,127,974. See cut.

Claim.—In apparatus of the character described, the combination of a series of grain shafts and flue structures between said shafts comprising plates dividing the spaces between said shafts into a vertical series of trans-



versely extending flues and having vertically extending walls formed to close one side of a flue and inclined bottom walls for directing material passing into the flue back into a grain shaft.

Grain Car Door.—William Birnie Nicoll, Ft. William, Ont., Can. Filed July 15, 1914. No. 1,128,032.

Bearing Date of February 23, 1915

Grain Car Door.—Robert Kirkwood and Charles Lee, Frankfort, Ind. Filed September 12, 1914. No. 1,129,496.

Bearing Date of March 2, 1915

Grain Sprouter.—David Benson, Lemoille, Ill. Filed October 9, 1913. Renewed January 18, 1915. No. 1,130,135.

Bearing Date of March 9, 1915

Granary.—Albert P. Schnell, Grangerville, Idaho. Filed March 26, 1913. No. 1,131,558.

Wagon Scale.—Hugh A. Smith, Louisville, Ky., assignor of one-fourth to Gustav Flexner and one-fourth to Morris Abraham, Louisville, Ky. Filed August 26, 1914. No. 1,130,771.

Seed Germinator.—Elmer E. Marshall, Erie, Kan. Filed March 13, 1913. No. 1,130,752.

The Portuguese government has authorized the importation of 3,674,000 bushels of wheat before July 31 for continental Portugal and the Azores.

R. A. Middleton, a 13-year-old boy of Flint, Mich., won the state corn growing championship. He raised 219½ bushels, which, for Michigan, is going some.

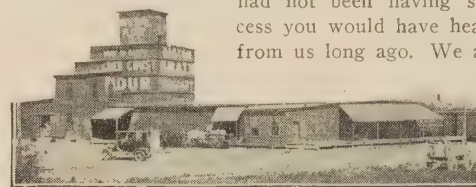
The bumper crop of the Northwest produced several records one of which was the largest checks for wheat ever written in the Colfax, Wash., territory. George L. Neil local manager for M. H. Houser, wrote the check for \$38,580.94 in favor of William Huntley for 30,000 bushels of wheat.

# Grain Men Throwing Dollars Away

## Says Texas Grain Firm

The Easton Grain Company, of San Angelo, Texas, write that any grain dealer who is not operating a "Midget" Marvel roller mill is literally throwing away dollars and cents. In a letter to the manufacturers of this mill, The Anglo-American Mill Company, of Owensboro, Kentucky, they say: "We can honestly thank you for being instrumental in persuading us to install one of these Marvel mills. We want

to say to you that if we had not been having success you would have heard from us long ago. We are



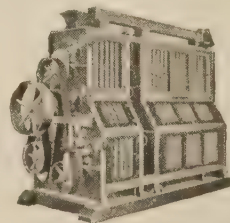
Elevator and Mill Plant of the Easton Grain Co., San Angelo, Texas.

grinding three kinds of flour from different wheat—a strictly soft wheat flour, a strictly hard wheat flour for bakers, and a blended soft and hard wheat. We have our mill speeded up so that we can easily get 30 barrels a day, and as to cleanup our offal shows considerably less flour than many of the old style mills. We would like to tell you more about it but time will not permit. In closing will say that we believe any elevator man is throwing away dollars and cents by not having one of these mills installed in his plant, no matter what kind of a country he is in. We honestly believe that the time is coming, and not so very far distant, when the large mills in the wheat belts will be a thing of the past."

Here is why they say that you are throwing dollars away. They, and you too, can figure a dollar a barrel profit on all the flour they can make. A 25 barrel mill will then make \$25.00 per 24 hours, or \$7,500.00 a year on an investment of three to four thousand dollars. We are making this estimate assuming that you use your surplus power and connect up the mill building with your grain elevator. The 50 barrel mill works out even better, because it means \$50.00 a day, or \$15,000.00 a year (figuring full night and day run) on an investment of five to six thousand dollars. These are conservative figures, too.

It isn't "Get-rich-quick." We don't mean that. It requires the man and the location to realize these profits, but it is being done by others. Some of them in your own State—why not you?

Write us to day for "The Story of a Wonderful Flour Mill." Send us the market quotations made in your own town on wheat, flour and feed. Let us tell you in detail what you might hope to make on either a 25 or 50 barrel mill. Let us show you how you can turn your waste power and labor into profits. Give us a chance to put facts before you and we will be satisfied and you convinced.



**Anglo-American Mill Co.**  
Inc.  
445 Fourth St. Owensboro, Ky.



# HAY, STRAW AND FEED

J. F. Ahlfeld has recently opened a feed store at Benlon, Ill.

G. A. Pringle has moved into his new feed store at Glenmora, La.

Baudette, Minn., has a new feed store, operated by Bergh & Bergh.

E. Craite & Co. have just completed a new feed mill and elevator at Rice Lake, Wis.

The feed store of J. R. Smith, at McKenzie, Tenn., has been purchased by W. T. Townes.

I. A. Stalnaker has installed a corn grinder in his feed store at Buckhannon, W. Va.

The Burdick Grain Company will build a warehouse and a feed mill at Melrose, N. M.

F. S. Lawrence of Gallup, N. M., is preparing to open a feed and flour store at that place.

The Farmers' Elevator Company has installed a feed mill in its elevator, at Forada, Minn.

Nelson Milton Pothast has bought out the feed store of his father, Davis Pothast, at Beatrice, Neb.

A. F. Elliott of Minatare, Neb., has succeeded H. C. Blood in the grain, coal and feed business at that point.

T. H. Jarman will enlarge his elevator at Bolivar, Mo., and will handle feed and flour in addition to grain.

A portable metal roof, made in sections, has been patented by a Kansan for protection of hay stacks from rain.

Messrs. Rolf and Erickson have recently purchased the coal and feed business of Harry A. Tate, of Balaton, Minn.

Two feed stores have recently been opened in Harrisburg, Ark., one by R. W. Smith, and the other by T. S. Davis.

The grain, flour and feed business of the T. H. Cochrane Company, at Mauston, Wis., was purchased by R. S. Joslin.

A wholesale and retail feed and grain business will be conducted by V. W. Touchton, at Plant City, Fla., in the near future.

C. W. Glynn sold his interest in the elevator and feed business of Glynn & Winkler to Winkler & Trulinger, of Wellsville, Minn.

The feed business of Lentz & Ringler, at Waterloo, Iowa, was recently purchased by Messrs. A. Strickler and R. C. McCormick.

A. Cowan, R. E. Robey and C. E. Wilson have incorporated a feed store at Oklahoma City, the capital stock of which is \$2,500.

The feed department of the business formerly conducted by Carr & Eades at North East, Pa., has been taken over by E. E. Eades.

J. L. Marshall, formerly with R. H. Menifee & Co., has opened an office in Louisville, Ky., for the handling of feed, grain and flour.

The feed mill which has been installed in the building erected by the Farmers' Grain Company, of Hope, N. D., is now in operation.

The Equity Elevator & Trading Company of Brocket, N. D., have recently installed a 20-horse-power feed mill with six large hopper bins.

The W. J. Armstrong Hay Company of Milwaukee recently sold 500 carloads of timothy hay to the British government for feeding army horses.

A. D. Wheeler has purchased half interest in the Farmers' Feed Business at Cut Bank, Mont. The business was formerly owned by H. Ohlinger.

W. C. Dodson purchased the interest of his partner, J. L. Deuton in the firm of Dodson & Deuton, Columbia, Ky., and will now operate the feed business alone.

According to a ruling issued by State Commissioner Barney of Iowa, baled hay is "package food," and must be labeled in the same manner as breakfast cereals.

The Nacogdoches Elevator Company, of Nacogdoches, Texas, will build a combined elevator, mill and warehouse at that point. The company will manufacture chops and feed.

The Toledo Hay Company, Toledo, Ohio, was recently incorporated, with a capital stock of \$10,000. C. B. Rockwell, William J. Wilson, R. M. Zimmerman, F. M. Fogarty and J. L. Proudfoot were the incorporators.

The Hay Committee, appointed to serve on the Louisville Board of Trade, for the coming year, is announced as follows: Oscar Farmer, chairman; Henry Freuchtenicht, C. P. Dodd, Al Schuff, R. H.

Menefee, E. M. Ritter, E. G. Duckwall, R. G. Sandbrink, W. O. Edinger and W. J. Reidling.

The Kenney Elevator Company, of Kenney, Ill., is remodeling its hay warehouse and putting in a cement floor. A full line of hay and mill feed will be handled in addition to grain.

G. W. Deegan and H. J. Werle have formed a partnership and have opened an office at Sault Ste. Marie, Mich., where they will make a specialty of buying and selling hay and grain.

Edinger & Co., of Louisville, Ky., have been awarded a three months' contract to furnish hay, grain and feed to the city of Louisville for its various institutions, city stables, etc.

The West Virginia Feed & Produce Company, of Huntington, W. Va., has been incorporated with a capital stock of \$5,000. J. E. Duncan, P. O. Duncan, J. E. Bellenger and others were the incorporators.

Lee McAlister is erecting a new lumber and feed building, to replace the one lost by fire a few months ago, at Irvington, Ala. The new building is much larger and more modern, and will be ready for operation in a few weeks.

John Devlin of Albert Miller & Co., largest receivers and shippers of hay and straw in Chicago, advises us that the company's exhibit of alfalfa hay at the Dairy Show held at Flint, Mich., proved very profitable. "We know the value of alfalfa hay as a dairy feed," said Mr. Devlin, "and want to do all we can towards furthering its introduction." Albert Miller & Co. are giving the "plugging" system of inspection a thorough test, being the first hay receivers in the Chicago market to attempt this method of inspection, and thereby aiming to eliminate the rejections on hay shipped to foreign points, and giving better satisfaction all around.

## PROSO MILLET

Proso millet is a crop which is coming in for considerable attention in this country, sometimes under its own name and sometimes as "hog millet"



## BLACK VORONEZH VARIETY OF PROSO MILLET

or "broom-corn millet." It was introduced in the United States from Russia and is grown principally for grain rather than hay.

The grain is of value for feeding to live stock, particularly to hogs, sheep, and poultry.

The characteristic of this grain that appeals most forcefully is its ability to produce a crop of seed in two months or less from the time of seeding. There are several varieties of proso, the differences being mainly in the color of the seed and in the length of the straw. The seed may be white, yellow, red, or black. Some varieties have short and some have long straw, while the leaves are few in

all. A black-seeded sort, the Black Voronezh shown in the illustration, has produced the best average yield in some tests conducted by the Experiment Station at Amarillo, Texas. For the three years, however, in which it has been grown the Yellow variety has yielded slightly more than any other variety.

## STRAW RATES THREATENED

In January of this year a new freight tariff on straw was filed by the Central Freight Association, which in some instances would increase the rate about 80 per cent. The new rate is based on weight and mileage, the railroads claiming that the old rate is confiscatory. After a protest by strawboard manufacturers, the new tariff was suspended and on February 24 a hearing before Examiner Fleming, of the Interstate Commerce Commission, was held at Indianapolis, Ind.

Of this tariff, J. Vining Taylor, secretary of the National Hay Association, said recently: "We all know that straw at the present time is handled on a very close margin and if there is to be this much increase in the freight weight, it will mean that shipments of straw will have to be discontinued." He has asked for certain information from all straw shippers so that definite data could be presented to the Official Classification Committee.

Manufacturers of strawboard are vehement in their assertion that this proposed increase would literally put them out of business in many instances

Between Illinois points, railroad rates on hay have been increased from 9th to 8th class.

Effective March 20, 1915, the rating in Official Classification Territory on grain and grain products, less than carloads, in sacks or barrels or other packages, has been increased from 5th to 4th Class.

The Turner-Hudnut grain barges, stationed at Marshall, Ill., all winter, have transported 27,000 bushels of grain down stream from Marshall and Chillicothe, the river traffic between Marshall and Pekin, Ill., having recently been opened.

According to a decision by the Interstate Commerce Commission, March 1, on a complaint filed by an association of millers against the Lackawanna, the Lake Shore and other railroads, a transit charge of 1½ cents per 100 pounds, on local grain and ex-lake grain from Buffalo, is not unreasonable.

## HUFFINE & COMPANY

Wholesale

HAY

and Grain

(Members National and Kansas City Hay Dealers Association)

Established 1888

Kansas City, Mo.

"Price and Quality Right"

# DYER & CO.

## Reliable HAY Merchants

Write us for delivered prices  
on ALFALFA

705 Live Stock Exchange, KANSAS CITY, MO.

## Carlisle Commission Co.

(Established 1889)

## WHOLESALE HAY AND GRAIN

736-738-746 Live Stock Exchange Building

KANSAS CITY, MISSOURI

(The World's Greatest Hay Market)

If you have Hay we want it—if you want Hay we have it. We have unequalled facilities, the largest established trade and outlet. Liberal advances on consignment. Kansas City handling charges the lowest, service the best. GET OUR DELIVERED PRICES



A MODERN MAUD MULLER



## FIELD SEEDS

The J. Kline Seed and Feed Company of Cuyahoga Falls, Ohio, has turned over its store to Thomas Bastian.

Berry Brothers of Lynn, Ind., have recently installed a new seed cleaner, also electric motor power in their plant at that point.

The A. J. Brown Seed Company has issued its thirtieth annual catalogue, a handsomely prepared and illustrated book of 32 pages.

A pure seed bill has been introduced into the Missouri State Senate by Senator Buford and into the House by Representative Gordon.

The Toledo Hay & Seed Company was recently incorporated at Toledo, Ohio, with a capital stock of \$10,000. Hay, grain and seed will be handled.

The Tuttle Seed Company, of Tuttle, Okla., capitalized at \$5,000, has been chartered by the following stockholders: O. C. Davis, R. L. Park and M. E. Davis.

The Leshara Farmers' Elevator Company, of Woodcliff (Fremont P. O.), Neb., has announced that it will handle alfalfa and timothy seed in addition to grain.

The Chamber of Commerce, Bartlesville, Okla., has advanced money for the organization of a seed farm, home grown and guaranteed seed to be furnished growers at cost.

The Bureau of Foreign and Domestic Commerce is in receipt of telegraphic information to the effect that the exportation of clover seed from Denmark is now prohibited.

The Farmers' Grain and Seed Company at Sallisaw, Okla., was incorporated February 24, with a capital stock of \$8,000, L. C. McNabb, C. M. Gay and J. F. Romans being the incorporators thereof.

H. Paule, Edward Paule, Edward Deffa, W. A. Miller, Fred Deibel and Charles Meuser, all feed men on the St. Louis Merchants' Exchange, are Candidates for the Board of Aldermen of St. Louis.

A bill to loan seed grain to needy Manitoba farmers has been offered in the provincial legislature. The loans will be made through the local municipalities, the latter making the loans and taking the borrowers' notes which become first liens.

The Amzi Godden Seed & Grain Company was recently incorporated at Birmingham, Ala., with a capital stock of \$20,000. The incorporators and the officers of the new company are: R. F. Lovelady, president; W. J. Love, vice president; F. G. Macke, secretary; and S. R. Batten, treasurer. D. P. Durban is manager. The company took over the business of the old Amzi Godden Seed Company, well known throughout the state and in the south, having been established over 58 years ago by Amzi Godden. The new firm will do a wholesale and retail seed and poultry supply business.

## SHORTAGE OF SPRING WHEAT SEED

The agronomy department of the Kansas State Agricultural College reports a shortage of Spring wheat for seed all over the entire state. The department has recently sent out about 200 letters of inquiry to dealers in the northwestern part of the state, and also in Nebraska, in an endeavor to locate seed wheat of this variety. There is plenty of the finest seed corn in the state, and there will be no trouble in securing it when corn planting time arrives.

## ALFALFA INOCULATION ON SCIENTIFIC BASIS

In bulletin No. 184, recently issued by the Kentucky Agricultural Experiment Station, results of study and experiments are given on six different species of nodule bacteria, those valuable little organisms which take nitrogen from the air and convert it into an available part of the soil. Alfalfa owners will be particularly interested, as the bulletin shows that inoculation with the soil from all leguminous plants will not produce the desired result. The work was started by making a series of tests including at first alfalfa and sweet clover, but extended as the work continued to the other most commonly grown leguminous plants. The species of clover of all varieties were found to be affected by a single nodule organism. It does not matter which species the culture is made from, it will produce nodules on the roots of any of the clover varieties. Further experiments showed that the nodule organisms of alfalfa and sweet clover were found to be the same.

From the experiments made it appears to be certain that the cowpea organism is distinct among

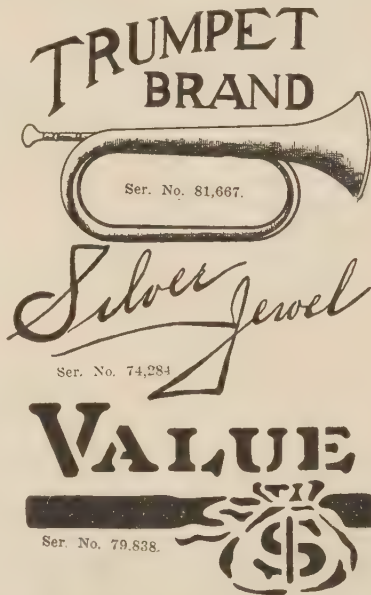
them all, and that it does not produce nodules on any other familiar agricultural species. The soy bean is another organism that is not transferable to cowpeas, garden beans, or garden peas.

The organism on the roots of common garden beans is distinct from those on the roots of cowpeas and soy beans. The same results have been obtained at different times and in different seasons, and the reports contained in the bulletin mentioned are accurate and interesting. Photographs are also reproduced in the bulletin showing the method of experimenting along these lines and a complete history of the treatments.

## SEED TRADE-MARKS

The following illustrated trade-marks for seeds were registered with the Trade-Mark Bureau of the U. S. Patent Office since our last issue:

"Trumpet Brand" field and grass seeds and seed grain, particularly timothy, red clover, white clover, alsike, alfalfa, lawn-grass, pasture and lawn mixtures. The Illinois Seed Company, Chicago, Ill.



## NEW REGISTERED TRADE-MARKS

Serial No. 81,667. Filed October 5, 1914. No claim is made to the word "Bread" apart from the mark shown in the drawing.

"Silver Jewel" white dent corn. Farmers' Seed & Nursery Company, Faribault, Minn. Serial No. 74,284. Filed December 1, 1913.

"Value" clover, alsike, timothy, alfalfa and other grass seeds. Henry Hirsch, Toledo, Ohio. Serial No. 79,838. Filed July 16, 1914.

## THE IMPORTANCE OF SEED SELECTION

One of the most important factors in successful crop production is the selection of the seed, and yet this is one of the features that is so frequently neglected. Extensive experimental work has been conducted at the Ontario Agricultural College to ascertain the influence of different selections of seed on the resulting crops. In experiments which were reported in 1912 with root crops, the results showed that in every instance the large seed produced greater yields than the medium sized seed. Both small and large sized seeds of each of four varieties of oats have been planted at seven different distances apart; in an experiment which has been conducted for five years in succession. From the results of the five years' experiment we learn that the maximum yields from the large, plump seeds have been greater than the maximum yields from the small, plump seed in fully 90 per cent of all the tests which have been made.

The planting of heavy and light oats and the comparative results is very instructive. The heavy oats surpasses the light oats in appearance of grain, in weight of grain per measured bushel, and in yield of both straw and grain per acre. In the experiment at the college in 1913, the yield per acre from the large, plump oats was 63.5 bushels, and from the light seed was 51.9 bushels per acre, and in 1912 the yield from the large seed was 20 bushels per acre over the yield of the small seed.

The grain from which these selections have been

made was all threshed with a grain separator, and the splitting and breaking of the grains were, therefore, done in the usual process of threshing. In the selection of large, plump seed, one-half pound was carefully weighed from each class of grain. The number of large, plump seed of each kind of grain was then counted, and a corresponding number was taken of the medium sized grain, the small plump grain and the shrunken grain. The selections were sown upon plots of similar size. The results which are presented at the college are very interesting and important in showing the influence of one year's selection of the seed of the principal farm crops which are grown in Ontario.

## TREND OF CLOVER SEED VALUES

Southworth & Co., Toledo, Ohio, write us in a special letter dated March 9, as follows:

"During March, merchandise conditions determine clover seed values. Conditions to date this year have not favored holders. Decrease in stocks has not been large. Seed has come out in fairly liberal quantities. Deliveries on March contracts will not be made until later in the month. This will help the shipments later on. While there is some question about the amount of seed in interior hands, there is no reason to conclude that there is anything like a scarcity. April ruling at a 40 cent discount under March indicates that the trade is satisfied that there will be a carry-over. Most of the sowing of clover seed is done during the latter part of March and in April. More bright, spring-like weather would further seeding operations and doubtless improve the demand."

## EGYPTIAN WHEAT

Considerable interest has been aroused in California over the possibilities of Egyptian wheat, a sorghum somewhat resembling Egyptian corn but having many characteristics superior to that grain. It grows on a stalk from six to 12 feet high and yields from one to two tons to the acre.

The seed of the grain is a small white kernel somewhat like rice popcorn in general appearance and also in its popping quality. The plant is drouth resistant and the forage will be consumed readily by stock.

Already the grain has been put upon the market, ground, as a breakfast food, and the reports speak highly for its popularity. So far there have been no extended tests as to the feeding quality of the grain.

## IDENTIFIED SEEDS PROPOSED

The Crop Improvement Committee of the Council of Grain Exchanges, Chicago, is recommending the formation of a seed growers' club in each county for the purpose of the cultivation and distribution of pure bred identified seeds as recommended by the state experiment stations. The circular dealing with the matter quotes a prominent seed company as follows:

"I think the time is ripe for something in the line of identified seeds grown by individuals or associations. There must be something to it, because from the reports I have heard, the Wisconsin Experiment Association has sold more seed barley in the past year or so than this seed company has sold in its entire existence.

"We would be glad, if we could be sure of the inspection, to handle such seeds at a very small margin, but we cannot risk our reputation on the actions of growers without some adequate assurance that the seeds will be delivered as represented."

## CEREAL EXPERIMENTS IN NORTH DAKOTA

The United States Department of Agriculture has recently published Bulletin No. 33, containing the results of experiments with cereals which have been conducted since 1907 at Dickinson, N. D., in co-operation with the North Dakota State Experiment Station.

Only spring varieties of all the cereals, except rye, are grown commercially in this section. Experimental plots of winter wheat were tested but all were severely injured each year by winter killing. For the six years the average yield per acre of the 53 varieties of spring wheat tested was 22 bushels. The Durum group gave the best yields, the two leading varieties being Kubanka and Ornantka. The fife and bearded fife groups came next, while the blue stem group, commonly grown in North Dakota, produced comparatively low yields.

In yield of straight flour, the different groups of wheat ranked as follows: Bluestem, Durum, bearded fife, and fife.

For oats, the average yield of all varieties was 47.7 bushels. The groups ranked as follows: Medium early, medium late, early and late. The highest yields were obtained from the Early Mountain, Golden Rain and Victory varieties.

The average yield for barley was 30.3 bushels, the 2-rowed varieties, Hannchen and Sranhals, proving the best adapted to conditions at Dickinson.



## Grain and Seeds

### FOR SALE

Genuine Sweet Clover and Sudan Grass Garden Seed. AYE BROS., Blair, Neb.

### WRITE FOR PRICES

On Timothy and Clover Seeds in car and less car lots. J. B. LEVELLE, Eyota, Minn.

### WANTED

Mammoth Seed true to name. Mail samples to WALTER G. TRUMPLER, Tiffin, Ohio.

### FOR SALE

No. 1 Western Nebraska grown Feterita Seed for sale by grower. Write J. E. WARRICK, Hastings, Neb.

### GRASS SEED FOR SALE

Parties wanting Sudan grass seed, communicate with LUBBOCK GRAIN & COAL CO., Lubbock, Texas.

### FOR SALE—SWEET CLOVER SEED

White and large Biennial Yellow. Samples and prices on request. BOKHARA SEED CO., Box 95, Falmouth, Ky.

### FOR SALE

Sudan Seed "Oklahoma Crown," recleaned. Guaranteed free from Johnson Grass. 100 lbs. \$25 delivered. J. S. MASSEY, Tipton, Okla.

### SEED WANTED

We are in need of New Crop Red and Mammoth Clover, Alsike, Alfalfa, Timothy, Orchard Grass, Blue Grass and Red Top. PENINSULA PRODUCE EXCHANGE OF MARYLAND, Pocomoke City, Md.

### HAY AND GRAIN WANTED

Wheat, corn, ear corn, oats, straw, milling buckwheat, potatoes, cabbage, onions, etc. If you are a buyer of mill feeds, cotton seed meal, old process oil meal, I can save you money. C. T. HAMILTON, New Castle, Pa.

### SEEDS FOR SALE

We are prepared to book your orders for the following seeds: Alfalfa, Cane, White and Yellow Maize, Kaffir, Feterita, German, Golden, Siberian, rrog Millets, in carload lots or mixed cars. We live in the heart of district where the above seeds grow. Sample sent on request. L. A. JORDAN SEED CO., Winona, Kan.

### TRAVELING SALESMEN WANTED TO SELL SEEDS

Position open now for two experienced seed salesmen who have been successful. State experience in full, former employer, and any other information essential in determining the fitness of applicant. All correspondence strictly confidential. NORTH-RUP, KING, & CO., Seedsmen, Hennepin Ave., and First St., Minneapolis, Minn.

### FOR SALE RECLEANED SUDAN GRASS SEED

Weight per bushel 46 lbs. Guaranteed free from Johnson grass, 5 lbs. \$2.00, 10 lbs. \$3.50, 20 lbs. \$6.00, 50 lbs. \$12.50, 100 lbs. \$24.00. All f. o. b. Roscoe, Texas.  
R. E. McMINN, - - - Roscoe, Texas

### Reliable Sudan Grass Seed Wholesale Quantities

C. ULLERY - - - Lubbock, Texas  
BROKER and JOBBER  
Flour, Grain, Hay and Seed

### WANTED

Clover and Alsike Seed. Mail Samples and quote prices. PHILADELPHIA SEED CO., Philadelphia, Pa.

### Willet's Seed Catalogue

100 pages—being a Southern Agricultural Encyclopedia, and giving the longest and best descriptions of Southern seed types ever before published. Get one.

N. L. WILLET SEED CO., Augusta, Ga.

### THE ILLINOIS SEED CO. CHICAGO, ILL.

We Buy and Sell

### FIELD SEEDS

Ask for Prices. Mail Samples for Bids.

### SOUTHWORTH & CO. GRAINS SEEDS PROVISIONS

36-37 Produce Exchange Building.  
TOLEDO OHIO

### BUYERS and SELLERS

Medium, Alsike,  
White, Alfalfa,  
Clover, Timothy,  
Grasses, etc.

Mail Samples. Ask for Prices.

Milwaukee Seed Co.  
Milwaukee, Wis.



## MISSOURI SEED CO.

CAR LOTS

## ALFALFA, CANE, MILLET KANSAS CITY, MO.

### SEEDS

Grain, Clover and Grass Seeds,  
CHAS. E. PRUNTY,  
7, 9 and 11 South Main St. SAINT LOUIS

### WE BUY

### WE SELL

### Clover and Timothy Seeds

GET IN TOUCH WITH US

CRABBS REYNOLDS TAYLOR CO., Crawfordsville, Ind.

## ALFALFA Millet and Cane

We will be pleased to submit samples and prices upon application.

### RUDY-PATRICK SEED COMPANY

N. E. Cor. Ninth and Santa Fe Sts. KANSAS CITY, MO.

## The ALBERT DICKINSON COMPANY

### GRASS SEEDS FIELD

To Meet Demands Of

### PURE SEED LAWS

Chicago

Minneapolis



# ASSOCIATIONS

## CONVENTION CALENDAR

April 15—Western Grain Dealers' Association at Omana, Neb.

May 11—Illinois Grain Dealers' Association at Champaign, Ill.

July 6, 7 and 8—National Hay Association at Niagara Falls, N. Y.

October 11, 12 and 13—Grain Dealers' National Association at Peoria, Ill.

## NORTHWESTERN OHIO MEETING

D. R. Risser, of Vaughnsville, was elected president at the annual meeting of the Northwestern Ohio Grain and Hay Dealers' Association. Trade subjects of interest were discussed, the principal address being made by C. M. Eikenberry of Canada, president of the state association.

The other officers elected were as follows: G. M. Tarbox, Delphos, vice-president; C. Steiner, Pandora, member of the Executive Committee; A. L. Graham, of Delphos; F. M. Miller, of Bluffton; O. E. Richardson, of Celina, Arbitration Committee and H. P. McDonald, of Greenville, secretary.

## MINNESOTA DEALERS IN SESSION

More than 1,000 farmers attended the convention of the Farmers' Grain Dealers' Association of Minnesota, held at Minneapolis on the three days beginning February 25. A distinguished list of speakers addressed the meetings. Among them were James J. Hill, President Vincent of the University, L. D. H. Weld of the Agricultural Department of the University, I. S. Henjum of Hartford, F. S. Crane, Frank G. Odell and Mayor Nye of Minneapolis.

Mr. R. Meisch of Argyle was re-elected president. It is his third term. L. A. Smith of Truman was elected vice-president, and Adam Brin of Stewartsville was named treasurer. The by-laws of the organization were so amended as to place the selection of a secretary in the hands of the board of directors. A resolution opposing the Teigen Anti-option Bill was referred to the Committee on Legislation.

## NATIONAL HAY ASSOCIATION PROSPEROUS

Secretary J. Vining Taylor of the National Hay Association has announced 81 new members since the last convention. President Cutler had a great precedent to follow in the matter of membership boosting, and it looks as if he had learned the lesson well from his predecessor.

The annual meeting of the Association, which will be held at Niagara Falls, July 6-8, is already engaging the attention of the trade, and it is certain that all the members who do not go to San Francisco will make an effort to attend, as it will be one of the most enjoyable meetings ever held by the hay dealers. Reasonable rates have been obtained at the International Hotel, the headquarters, and those in attendance can be assured that they will get the best of treatment.

\* \* \*

The Governor of Virginia has declared a quarantine against hay coming from states in which there is hoof and mouth infection. This will hit many shippers, as Virginia is a gateway for a large volume of hay. Relief may be afforded by applying the terms of B. A. I. Order 234, on all such shipments.

## ILLINOIS DIRECTORS TO MEET IN CHICAGO

The Board of Directors of the Illinois Grain Dealers' Association will hold a meeting at Chicago on March 18 at the LaSalle Hotel. The following subjects will come up for discussion:

Report of Secretary on Membership, Claims Scale and Finance; Bill of Lading ownership; Switching Rules of State Railroads; Car Physical Condition blanks at Chicago; Discounting of Grain on intrinsic value; Advance in Western Freight Rates; Membership; Redistricting State; Opportunities offered through Crop Improvement Committee and hired County Agents; Railroad Leases; Next Convention; Date; Speakers; Publicity of Convention; Committee, etc.; Report from Champaign representative.

\* \* \*

President Dewein has been greatly interested in the crop improvement work through the state, and has been instrumental in putting through some interesting meetings with that end in view. Following a visit of Bert Ball to Decatur, Mr. Dewein

wrote for the local paper one of the clearest accounts of just what the work means to the farmers and grain dealers that we have seen.

\* \* \*

On account of serious illness Secretary Strong has foregone his labors for the Association and will not be present at the Directors' meeting. His condition is reported to be quite low.

## WESTERN DEALERS TO MEET IN OMAHA

Secretary Wells of the Western Grain Dealers' Association announces that the annual meeting will be held in April at Omaha about the 15th of the month, although the exact date has not been decided as we go to press. In all the recent conventions the center of interest has been the western rate hearing, and the car inspection service in the Chicago yards. Both these subjects will undoubtedly receive attention.

Another subject of particular interest to the Iowa members is the scale inspection bill now before the legislature of that state. In its original form the bill was very objectionable, but it has been amended so that the scale inspection and repair charges will be about the same as under Association inspection. In its present form the bill will probably be endorsed by the convention.

## ILLINOIS FARMER DEALERS HAVE FINE MEETING

The largest and most interesting meeting ever held by the Farmers' Grain Dealers' Association of Illinois was held at Bloomington February 15 to 18. President H. W. Danforth presided, and before the meeting was over was presented with a beautiful silver water pitcher and glasses, in appreciation of his services. Secretary Steinhart reported a material growth in membership and a treasury balance of \$1,037.77.

The program of the meeting was a most interesting one, the addresses being interspersed with music. Among the speakers were Governor E. F. Dunne; Hon. Thomas Lamb, of Bement; F. S. Betts, of Cerro Gordo; Jesse Simpson, of Danvers; George Bunslick, of Pontiac; Lawrence Farlow, of Fisher; R. E. Hieronymus, of the University of Illinois; Hon. Clifford Thorne, Des Moines, Iowa; Hon. Charles Adkins, of Bement; Dean Davenport, Illinois University; John H. Walker, Springfield.

The following resolutions were adopted:

Whereas, We believe that the co-operative movement can best be promoted by the enacting of a co-operative law by the general assembly to enable our companies, now organized under the co-operative laws, to change to co-operative societies and thereby perpetuate this great movement; therefore be it

Resolved, That this Association use all honorable means in conjunction with the State Federation of Labor and other interested organizations to secure the passage of a co-operation law; be it further

Resolved, That we commend the splendid service our publishing interests have rendered this movement through our official organ, the American Co-operative Journal, and their efficient corp of workers; be it further

Resolved, That we favor Federal inspection of grain that we may have uniform inspection of grain throughout the country; be it further

Resolved, That we pledge our moral and financial support to the national council in the efforts to secure justice to the farmers in the matter of freight rates; be it further

Resolved, That we condemn the Chicago Board of Trade for refusing to join our organization in asking for an investigation to ascertain whether the proposed increase in freight rates was justifiable or not; be it further

Resolved, That we fully appreciate the untiring efforts of our president and secretary and other officers of our Association in behalf of this movement, and further that we fully appreciate the courtesy of the Commercial Club and the press and citizens of Bloomington for the part they have taken in making our convention a success.

The sum of \$3,300 was subscribed to aid state co-operative law and to fight the freight rate increase. The following officers were elected: President, A. C. Rice, Jacksonville; first vice-president, J. C. Sailor, Cissna Park; second vice-president, John Miller, Galva; treasurer, Harry M. Wood, Delavan. Directors, L. M. Olmstead, Somonauk, second district; Marion Gallup, Pontiac, third district; John U. Surface, Mason City, fifth district. Secretary A. N. Steinhart was re-elected at an advance in salary and Bloomington was selected as the next place of meeting.

# H E S S G R A I N D R I E R S

are used everywhere, and are more extensively used than all other makes combined.

## There are reasons for this.

The Hess Drier is simple in construction and operation. Every bushel of grain in it is visible and "get-at-able" while drying and cooling.

The Hess Drier is economical. It requires far less power than others.

The Hess Drier is efficient beyond comparison with other driers.

It will dry the softest of mushy salvage grain at a high temperature, or it will dry any grain or seed at any desired temperature down to that of the atmosphere.

It greatly improves all grain by removing odors and mustiness—blows out fungus and mold, improves germination and brightens and purifies the grain.

It is used extensively by seed dealers—also by the Government Seed Laboratory at Washington.

The Hess Drier is easily regulated and is perfectly adapted to drying everything granular, from timothy seed up to Hickory Nuts at any temperature, for any length of time.

No Wire Mesh in the Hess Drier, nor perforated metal—nor concealed air passages, nor dust pockets.

The whole thing is open as daylight, self cleaning, and every part accessible.

*More information for the asking.*

**Hess Warming & Ventilating  
Company**

**1210 Tacoma Bldg., Chicago, Ill.**

Also Moisture Testers—Corn Sieves—  
Percentage Scales, etc.



# OBITUARY

Thomas Babb, for many years engaged in the grain business in Champaign, Ill., died recently at his home in Texas.

J. G. Vogles, who was formerly in the grain business in Indianapolis, died recently at his home in Columbus, Ind., at the age of 65.

H. S. Grimes of Portsmouth, Ohio, passed away at his home on March 7. A biographical sketch will be found elsewhere in this issue.

Samuel Deckrosh, well known grain dealer, died on March 3, following an operation. He was 47 years of age, and resided at Custar, Ohio.

Daniel Toomey died recently at his home in Dunkirk, N. Y. He was well known in the grain and feed trade throughout the eastern states. He was 60 years of age.

Paralysis caused the death of Henry C. Dupuis, a veteran grain elevator operator, at Detroit, Mich. He was 64 years of age. For 23 years he was superintendent of the B. & M. Elevators.

Ralph Butler, an old-time grain dealer, died February 14 at his home in Dorchester, at the age of 101. Mr. Butler was in the best of health, his death being the result of a severe fall. He entered the grain trade at Portland, Me., in 1852.

L. H. Heaton, proprietor of the elevator of L. H. Heaton & Co., at Lake Odessa, Mich., died February 14, as a result of an accident in his elevator in the fall of 1913. At that time his arm was caught in the cogs of a feed grinder and practically shredded clear to the shoulder.

William E. Cheeseman, reputed to be one of the oldest members of the Commercial Exchange, Philadelphia, and enjoying the distinction of having weighed the first carload of grain to pass through the old Washington street elevator, died a short time ago, at his home in Philadelphia. He was 84 years of age.

Alphonse W. Kofflin, a young assistant grain inspector, employed at the grain testing laboratory, Toledo, Ohio, died recently from injuries received when he fell from a car in this city. A rupture of a blood vessel in the head followed by cerebral hemorrhage is said to have been the immediate cause of his death. He was 24 years old.

John T. Snodgrass, president of the Grain Exchange, at Moose Jaw, Sask., died February 18, at Kansas City, Mo., where he was spending the winter with friends. Mr. Snodgrass was 63 years old and had been engaged in the grain trade for the greater part of his life. The cause of his death was pneumonia, he being ill only a few days.

Paralysis caused the death of Silas S. Whitehouse, a former member of the Chicago Board of Trade, at Sea Breeze, Fla., where he had gone in search of health. He was 71 years of age and is survived by a widow. Mr. Whitehouse for many years was associated with Schwartz & Dupee, having charge of that firm's provision trade. He retired from active business two years ago.

George W. Van Dusen, a pioneer grain dealer of the Northwest, who is said to have originated the idea of line elevators, died on February 25 at his home in Minneapolis, Minn., after a long illness. He was 89 years old. Mr. Van Dusen began his career as a grain merchant in Pardeeville, Wis., in 1852. In 1860 he moved to Rochester, Minn., and started a line of elevators under the firm name of G. W. Van Dusen & Co., now a subsidiary of the Van Dusen-Harrington Company. He is survived by three sons and two daughters.

Charles A. Mair, a retired board of trade man of Chicago, Ill., died of heart disease. He had been ill for a month. Mr. Mair was one of the board's most successful members. He was born in Brockville, Canada, seventy-one years ago, and came to Chicago, when 19 years of age. Here he entered the commission business, and his rise was rapid. He entered the board and became one of the most prominent brokers. Fifteen years ago he retired from business and spent his later years in extensive travel in Europe and this country. Mr. Mair is survived by a widow.

Z. P. Brosseau, head of the grain commission firm of Brosseau & Co., one of the oldest active members of the Chicago Board of Trade, died recently at his home, in Chicago. He was stricken with apoplexy, following an attack of pneumonia. Mr. Brosseau came to Chicago in 1860 from the Province of Quebec, Canada. Two years later he became a member of the board of trade. He was 74 years of age and was one of the leaders in the French colony in this city, and a member of the Chicago, Iroquois, Edgewater Golf and Glen View Golf Clubs. He was created a Chevalier of the Legion of Honor by the

president of France and wore several French merit orders. Mr. Brosseau is survived by his widow and four sons.

George Spencer, three times president of the Duluth Board of Trade and a charter member of the organization, died February 14, at the age of 72, at his home in Duluth, Minn. Mr. Spencer was the first vice-president of the exchange, holding the office in 1881 and again in 1905. He was president in 1882, 1894 and 1906. At the time of his death he was president of the Consolidated Elevator Company. He was ill five months, and is survived by his widow, two daughters and one son.

## For Sale

[Copy for notices under this head should reach us by the 15th of the month to insure insertion in the issue for that month.]

### ELEVATORS AND MILLS

#### LAND TO TRADE

For an elevator in a good grain country. BOX 63, Stafford, Kan.

#### FOR SALE

An 80,000-bushel 25-bin steel elevator. BAY CITY RICE MILLING CO., Bay City, Texas.

#### FOR SALE

A 50,000-bushel modern elevator with Hopper Scale, Corn Sheller, Feed Mill and Grain Cleaner. Also handle Mill Feed, Coal, Salt, Cement, Brick and Stone. LOCK BOX 4, Tonica, Ill.

#### FOR SALE

A 25,000-bushel grain elevator, 22 miles from Minneapolis on C. M. & St. P. Railroad, in the village of Lakeville, Minn. The elevator is in good condition, with hopper and dump scales, also a gasoline engine and ticket office. Will sell cheap. Inquire of J. J. HYNES, Rosemount, Minn.

#### FOR SALE

Nebraska elevator of 40,000 bushels' capacity, stone and cement foundation. Ten-horsepower Lauson Gasoline Engine; Barnard & Leas Separator; Richardson Automatic Scale and Howe Wagon Scale. Machinery in first-class condition. Three acres of ground. On main line Union Pacific R. R., in heart of Nebraska's wheat belt. Have other business matters to attend to. Write for particulars to F. A. KIMBROUGH, Shelton, Neb.

### MACHINERY

#### FOR SALE CHEAP

Three Fairbanks-Morse Engines:—One 20 h.p. \$315; one 25 h.p. gasoline-kerosene, \$365; one 32 h.p., \$395. Other sizes and makes also. BADGER MOTOR CO., Milwaukee, Wis.

#### GASOLINE ENGINES FOR SALE

60 h.p. Fairbanks-Morse.  
44 h.p. Fairbanks-Morse.  
25 h.p. Otto.  
25 h.p. Fairbanks-Morse.  
15 h.p. Fairbanks-Morse.  
12 h.p. Fairbanks-Morse.  
6 h.p. Fairbanks-Morse.  
4 h.p. Fairbanks-Morse.

Also fifty engines of varied sizes and all makes. A. H. McDONALD, 547 W. Monroe St., Chicago, Ill.

### BAGS

#### FOR SALE

2,500 second-hand Cotton Wheat Bags holding 2½ bushels. Price 12½ cents f. o. b. St. Louis. Write FOELL & CO., 123 Market St., St. Louis, Mo.

#### FOR SALE—BURLAP BAGS OF EVERY KIND

New or second-hand, plain or printed with your brand; seamless cotton grain bags; sample bags; burlap, cotton, sheeting, or paper for car lining, etc.

Wanted: Second-hand bags; best prices paid WILLIAM ROSS & CO., 409 N. Peoria St., Chicago, Ill.

## Miscellaneous Notices

[Copy for notices under this head should reach us by the 15th of the month to insure insertion in the issue for that month.]

#### FLOUR AND MILL FEEDS

Mixed cars of flour and mill feeds in 100-pound sacks are our specialties. Would like to send you a trial order to convince you of the superiority of our products. ANSTED & BURK CO., Springfield, Ohio.

### HELP WANTED

#### WANTED

Several first-class Grain Buyers between 25 and 35 years of age for North Dakota and Montana stations. Must have had several years Line Elevator experience and such experience must have been gained in Minnesota, South Dakota or North Dakota. Good salaries paid and permanent positions offered to the right men. None but first-class grain men need apply. Give references in first letter. NORTHWEST, Box 3, care "American Elevator and Grain Trade," Chicago, Ill.

Edward P. McKenna

John A. Rodgers

## McKENNA & RODGERS COMMISSION MERCHANTS

Grain and Provisions, Shippers of Corn and Oats

61 Board of Trade, CHICAGO

Consignments given  
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## PATENTS

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PATENT ATTORNEY  
ESTABLISHED 1893

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930 West 19th Place, Chicago

MAKERS OF  
FIREPROOF WINDOWS

WE manufacture all gauges of corrugated iron, either painted or galvanized. We make Patent Cap Roofing, Roll Cap Roofing, "V" Crimped Roofing, Metal Ceilings, etc., etc.

We make a specialty of

**Corrugated Iron and  
Metal Roofing  
For Grain Elevators**

And take contracts either for material alone or job completed. Write us for prices. We can save you money.



## FIRES—CASUALTIES

Fire recently damaged the elevator of C. A. Butler at Franklin, Neb.

The Post Elevator at Thayer, Kan., was destroyed by fire on February 2.

A fire, the cause of which was unknown, destroyed the Skewis Elevator at Dovray, Minn.

The elevator at Merrill, Wis., was destroyed by fire, recently. Mr. Hackbarth is the owner.

Fire destroyed the elevator of F. F. Boecker, Naperville, Ill., February 12, the cause being unknown.

The feed stores of John Aspinall and J. M. Hickman at Weston, W. Va., were recently destroyed by fire.

The elevator of the Farmers' Elevator Company, at Belfield, N. D., was slightly damaged by fire, recently.

The elevator owned by the Billigmeier, Hell Company, at Wellsburg, N. D., was destroyed by fire, February 7.

J. D. Klyce was recently injured at the grain elevator of H. A. Klyce & Company, Memphis, and had to have a leg amputated.

Jack Shay of Millersburg, Ky., was recently caught in a power shaft of the Millersburg Elevator and killed. He was 58 years old.

The mill and elevator owned by L. Garver were destroyed by fire at a loss of \$14,000. The property was located at Van Alstyne, Texas.

J. D. Brady's elevator at Brady's Spur (England P. O.), N. D., was entirely destroyed by fire, recently. The loss is covered by insurance.

Daniel Houston, of Tontogany, Ohio, a man of 60 years, had his arm broken, when it was caught in the elevator of the Royce & Coon Company.

The Maple Leaf Milling Company's elevator in Naples in the Delorian, Man., district, Canada, was destroyed by fire with 5,000 bushels of wheat.

The E. C. Johnson Grain Elevator at Packwaukee, Wis., was destroyed by fire on February 21. It was partially insured. The origin of the fire is unknown.

Fire in the office of the National Elevator Company, at McVie, N. D., was extinguished before gaining a headway and only a slight damage was caused.

A fire which destroyed property to the value of \$82,500 at Lincoln, Neb., damaged the elevator of the Hastings Equity Grain Company, to the value of \$2,000.

An elevator of the Derby Grain Company, at Alma, Kan., partially collapsed, spilling 1,500 bushels of corn. The elevator is to be rebuilt, larger and better.

The Northland Elevator at Alsen, in Cavalier County, N. D., was burned to the ground with a considerable amount of grain. A coal shed near the building and three or four cars of coal were also burned.

Fire of unknown origin burned the elevator owned by the Montana Elevator Company, at Coffee Creek, Mont., damaging 8,000 bushels of grain. Citizens moved away three loaded cars, which were standing near the building. The elevator was a total loss,

and the grain was damaged 50 per cent. R. E. Champton was the manager.

On February 19 the International Elevator at Ralph, Sask., Can., was destroyed by fire, and with it 14,000 bushels of wheat. The total loss is estimated at \$19,000.

On February 16, the Cargill Elevator at Browns Valley, Minn., was totally destroyed by fire. The elevator contained 15,000 bushels of grain, most of which was wheat.

Fire damaged the warehouse of the May Grain Company, at Independence, Mo., on February 18. The company officials estimated their loss at \$1,300, with insurance at \$900.

Fire, supposed to have originated from a hot box, destroyed the elevator at Cameron, Ill., owned by J. C. South. One bin of grain and several loaded cars were saved.

The establishment of the Pagely Feed Company, New Castle, Pa., was destroyed by fire, recently. The damage is estimated at several thousand dollars, partly covered by insurance.

Fire totally destroyed the British-America Company's Elevator, together with 20,000 bushels of wheat and 1,000 bushels of seed oats, at Aberdeen, Sask., Can., a short time ago.

The gasoline engine in the elevator of the Farmers' Elevator Company, recently set fire to the elevator. The blaze however was very slight. The elevator is located at Dedham, Iowa.

Julius Kleist, an employee of the Cheney Elevator Company, at Chippewa Falls, Wis., lost three fingers of his right hand, when both of his hands were pulled in the feed mill and crushed.

On March 3 the L. F. Hodgson's elevator, at Campbell, Minn., burned to the ground, and the Farmers' Elevator Company's elevator of that place was slightly damaged by the same fire.

The hay and potato warehouse of the Mayville Grain & Produce Company, at Grand Rapids, Mich., was recently burned. The building was valued at \$1,500, and the contents at \$3,000.

The Security Elevator at Arlington, Minn., was destroyed by fire, and the loss is reported to be almost total on building and contents. Quite a large amount of grain was stored in the building.

Glade Sillis, employed in a local elevator at Ames, Iowa, narrowly escaped death, February 17, when his clothing caught in a revolving line shaft. The fact that his clothing gave way saved his life. He was only slightly injured.

The elevator owned by J. B. Price of Crawfordsville, Ind., was destroyed by fire, Thursday morning, March 4. The loss is estimated at \$5,000, partially covered by insurance. The fire is supposed to have been caused by sparks from an engine.

The Farmers' Grain & Produce Company's elevator at Anson, Wis., was burned to the ground last month. The company had been shipping from the elevator and only a small amount of produce remained in the building. About 1,500 bushels of potatoes and a quantity of oats were destroyed. The loss will reach about \$4,000. The

origin of the fire is unknown. The loss is covered by insurance.

The elevator of John McQuillan, at Belden, Neb., was knocked from its foundations, February 11, when a loaded car of grain jumped the track and crashed into the building. The elevator contained 8,000 bushels of corn. The house will be repaired at once.

Frank A. Stookey, general warehouseman of the Graingrowers' Warehouse, at Wilbur, Wash., met with a serious accident, a short time ago, while putting on a drive belt in the engine room. His two legs were broken, besides several other painful injuries.

The elevator of the Hayward Brothers, at Cooksville, Ill., burst last month and 6,000 bushels of grain ran out on the ground. This was a studied house and some of the rods broke in the weld, causing the accident. The house will be repaired immediately.

Another warehouse of the Mealalfa Company, at Stockton, Cal., burned recently with a total loss of \$7,000, partially covered by insurance. The blaze is believed to be of incendiary origin. A warehouse of the company was burned by incendiaries in November.

The elevator of the Clements Mill was blown over for the second time within nine days, a severe wind storm being the cause each time. The dates of the occurrence were February 13 and February 21, respectively. Construction will start at once. The elevator is located at Joplin.

Owen Hamman, an employe of the Farmers' Elevator Company, at Meredosia, Ill., was killed on March 2, while attempting to move some cars. The cable pulley near which he was working broke and he was thrown against a concrete wall in such a way that his life was crushed out.

On February 26, the Imperial Elevator at Kragnes, N. D., was totally destroyed by fire. The elevator was owned by the Imperial Elevator Company of Minneapolis. There was a large amount of grain of different kinds in the elevator, but it has not yet been reported how great the loss is.



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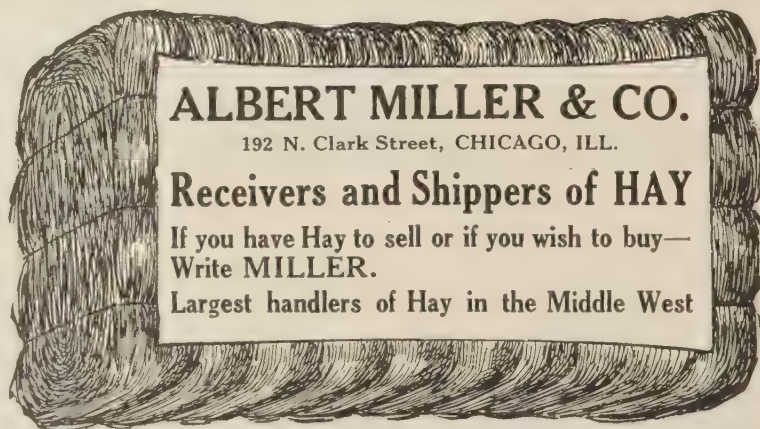
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Witt, Frank A., grain commission and brokerage.  
Urmston Harting Grain Co.\*†

### JACKSON, MICH.

W. E. Shelden, receiver and shipper.\*

### KANSAS CITY, MO.

Carlisle Commission Co., wholesale hay and grain.†  
Dyer & Co., hay.  
Huffine & Co., hay merchants.†  
Missouri Seed Co., alfalfa, cane and millet.  
Moore-Lawless Grain Co., grain receivers.\*  
Moore-Seaver Grain Co., corn and oats specialties.\*  
Rudy-Patrick Seed Co., alfalfa seed, millet and cane.  
Stevenson Grain Co., grain commission.

### LANCASTER, PA.

Eby & Son, Jonas F., receivers and shippers.†

### LOUISVILLE, KY.

Callahan & Sons, receivers and shippers.\*  
Thomson & Co., W. A., receivers and shippers.\*

### MANSFIELD, OHIO.

Goemann Grain Co., grain merchants.\*†

### MILWAUKEE, WIS.

Armstrong, W. J. Co., hay merchants.†  
Bartlett & Son Co., L., grain commission.\*  
Courteen Seed Co., seeds.  
Donahue-Stratton Co., buyers and shippers.\*  
Hadden, E. G. Co., grain commission.\*  
Mohr-Holstein Commission Co., grain commission.  
Rialto Elevator Co., grain receivers and shippers.

### MINNEAPOLIS, MINN.

Gould Grain Co., grain merchants.  
McCaull-Dinsmore Co., commission merchants.\*  
Quinn, Shepherdson Co., grain merchants.\*

### NEW CASTLE, PA.

Hamilton, C. T., hay, straw, grain, millfeed, produce.†

### NEW YORK, N. Y.

Brooklyn Hay & Grain Co., hay, straw and grain.†  
Forbell & Co., L. W., commission merchants.\*†  
Keusch & Schwartz Co., grain commission.\*

### NORFOLK, VA.

Cofer & Co., Inc., J. H. grain.\*

### OMAHA, NEB.

Cavers-Sturtevant Co., receivers and shippers.\*  
Crowell Elevator Co., receivers and shippers.\*

### PEORIA, ILL.

Bowman & Co., Geo. L., grain commission.\*  
Buckley, Pursley & Co., commission merchants.\*  
Dewey & Sons, W. W., grain commission.  
Feltman, C. H., grain commission.†  
Grier & Co., T. A., grain commission.\*  
Miles, P. B. & C. C., grain commission.\*†  
Mueller Grain Co., receivers and shippers.†  
Rumsey, Moore & Co., grain commission.\*  
Tyng, Hall & Co., grain commission.\*

### PHILADELPHIA, PA.

Delp Grain Co., E. E., grain and feeds.\*†  
Miller & Sons, L. F., receivers and shippers.\*†  
Richardson Bros., grain, flour, mill feeds.\*

### PITTSBURGH, PA.

Foster, C. A., feed, grain, hay.  
McCague, R. S., grain and hay.\*†  
Smith & Co., J. W., grain, hay, feed.\*

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Beveridge & Co., S. T., grain, hay, feed, seeds.\*†  
Richardson, Jr., Co., Inc., W. F., grain and feeds.\*

### SALT LAKE CITY, UTAH.

Smurthwaite Grain & Milling Co., C. A., grain, flour, hay, seeds.

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Graham & Martin Grain Co., receiving exclusively.\*  
Green Commission Co., W. L., receivers, shippers, exporters.\*  
Mack, Henry W., commission merchant.  
Mullally Commission Co., Martin, commission merchants.\*†  
Nanson Commission Co., receivers and shippers.\*  
Picker & Beardsley Com. Co., grain, hay and seeds.\*†  
Prunty, Chas. E., grain and seeds.  
Toberman, Mackey & Co., grain, hay and seeds.†

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Paddock-Hodge Co., receivers and shippers.\*  
Southworth & Co., grain and seeds.\*†  
Wickenhiser & Co., John, grain dealers.  
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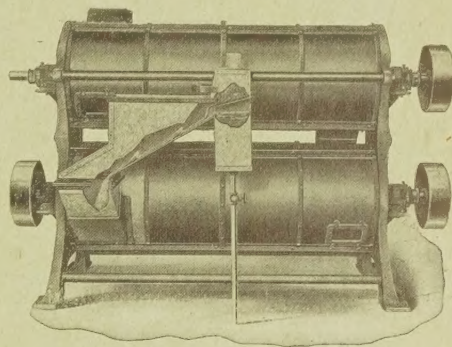
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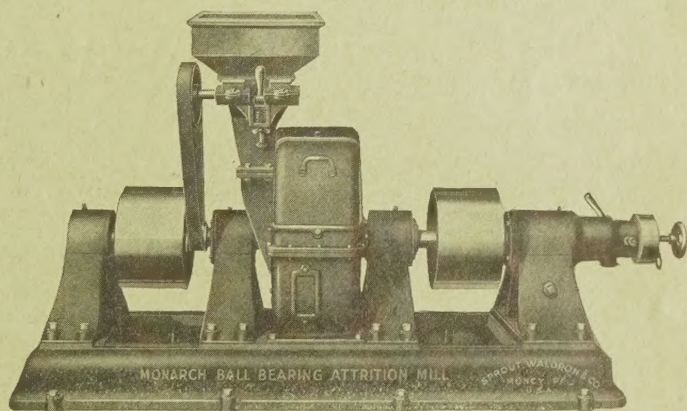
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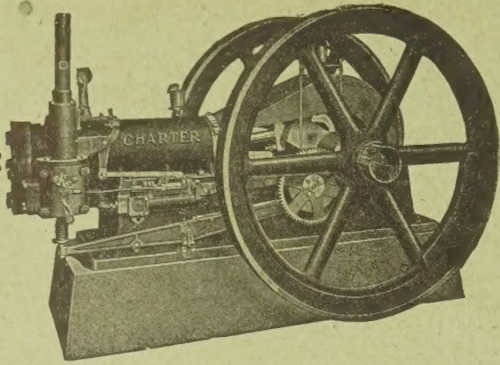
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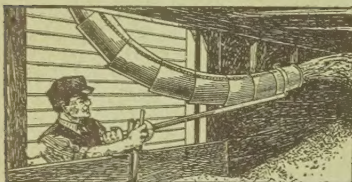
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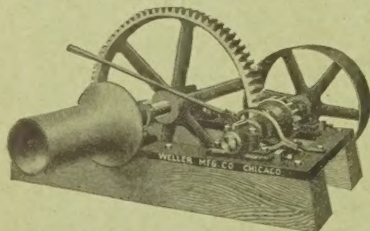
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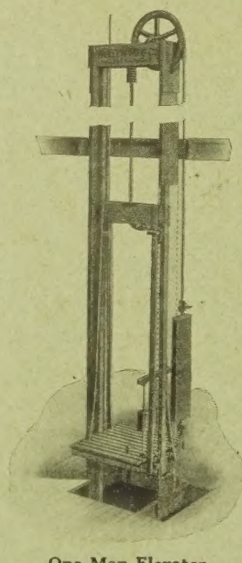
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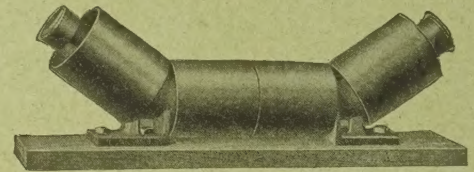
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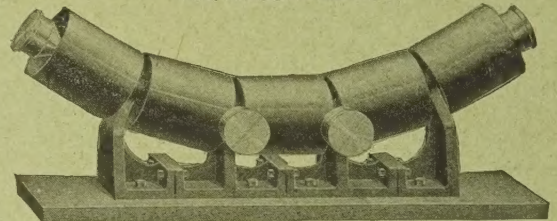
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